

UNIVERSITY
NOV 6 1935

LIBRARY

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

NOVEMBER 2, 1935

Number 18

Only the best of processes
could produce this finest of sausage flours

† † † † † † † † † † † † † † † † †

NUSOY is produced by a patented process, a process that is highly important to you because the qualities of any product depend greatly on the process of manufacture. And because the process by which NUSOY is produced is one that we believe is the finest of its kind, we feel that NUSOY can give you better results, greater uniformity—consistently superior meat products.

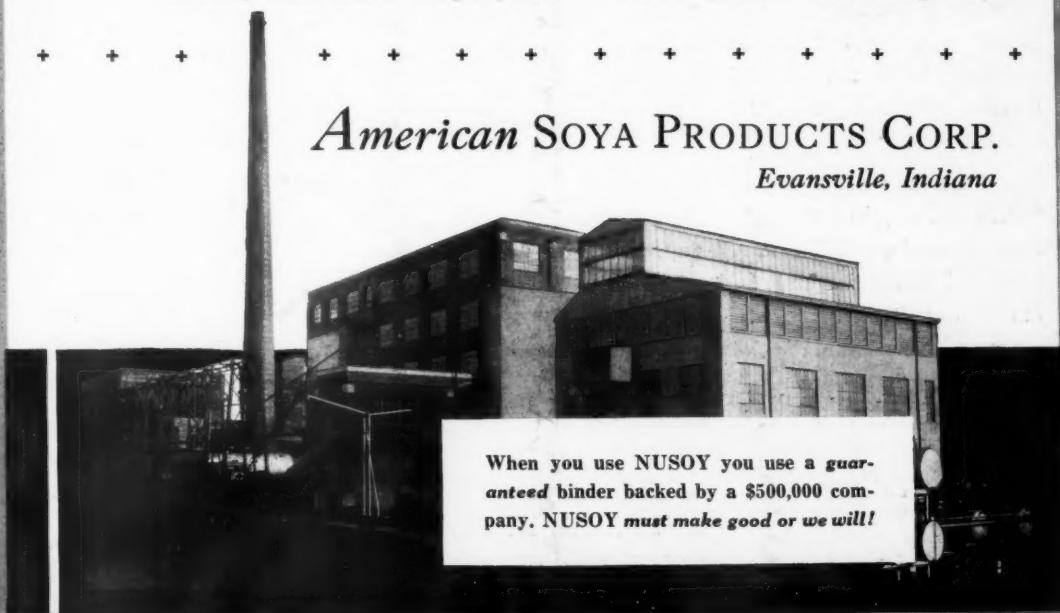
Use NUSOY in meat loaves, chili con carne and other specialties. It gives greater binding power, higher quality and definitely better results. Larger quanti-

ties of non-binding meats may be used. NUSOY pays for itself through gains in yields! And where cereal is permitted NUSOY produces equally fine results in all sausage varieties.

NUSOY has been a leader in its field since the time of its introduction. It was the first sausage flour that combined tremendous binding power, great moisture retaining power, definite shrink reducing qualities and high food value.

We urge that you try NUSOY—see for yourself the results it gives and the profits it makes possible. Order a bag today!

American Soya Products Corp.
Evansville, Indiana



Copyright, 1935, American Soya Products Corp.



Let's Discuss this Matter of Modern Sausage Machines—and Profits

IT IS NO LONGER wise economy to keep old machinery in your sausage room. Today, the smart sausage manufacturer is eliminating waste motion and loss of time and labor by installing modern, efficient equipment.

Thus, he is not only removing a tax on his plant production, but at the same time he is placing himself above and beyond the obstacles imposed by the old-style machinery of his competitors.

There has never been a better time than right now, to prove the value of an investment in modern "BUFFALO" Sausage Machines. Facts and figures from manufacturers all over the country bear out all the claims we have ever made about the ability

of "BUFFALOS" to produce better sausage — more profitably.

And the remarkable part of this story is that once a sausage manufacturer removes the "tax" imposed by old or less efficient machinery and installs "BUFFALOS," he becomes a permanent "BUFFALO" user — and usually a rabid "BUFFALO" booster.

*Investigate the Modern
Profit-producing Line of*

**"Buffalo" SAUSAGE
MACHINES**

JOHN E. SMITH'S SONS CO.

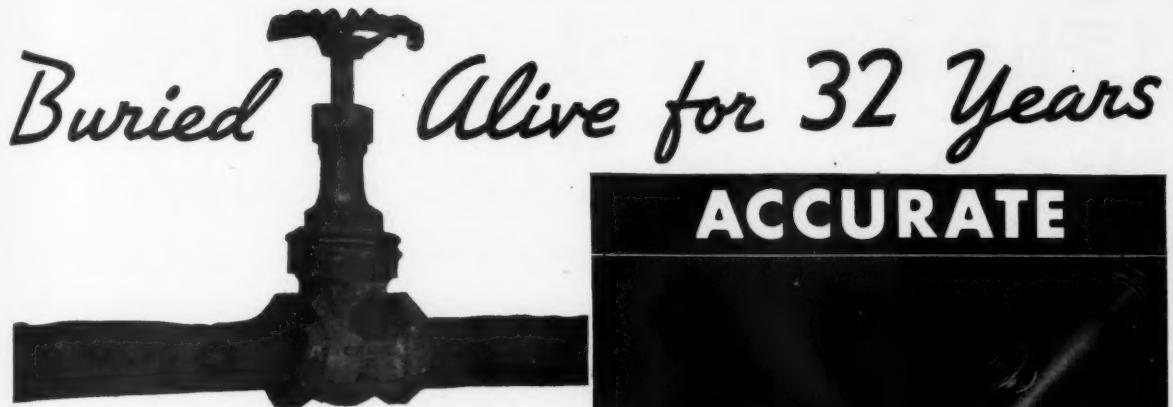
BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

Chicago Office: 7 Dexter Park Ave., Union Stock Yards. Phone Boulevard 9020

Western Office: 2407 S. Main St., Los Angeles, Calif.

Canadian Office: 189 Church St., Toronto, Ont.



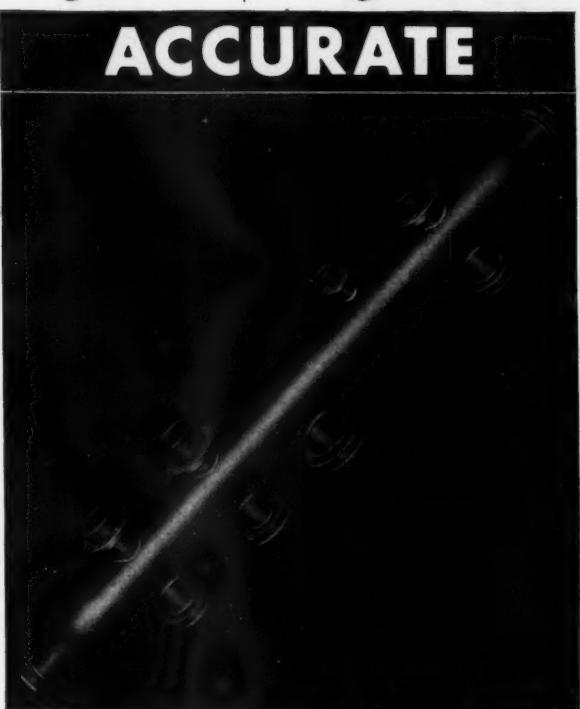
• This Crane gate valve was recently dug from the ground after 32 years of being "buried alive"—"alive" and working every day since 1903. The handle was eventually torn asunder by the long-handled tool used to operate the valve. But the stem, packing, gate and guides were in excellent condition, good for years more of the same dependable service.

You may not contemplate burying your piping system underground. But you do want the working parts to have stamina to withstand hard usage. This stamina you will find in Crane valves and fittings, because they are carefully made of scientifically selected materials.

There is a Crane valve or fitting for every part of your plant piping—for low pressure or high pressure, for ice water or superheated steam, for control, for safety, for throttling. Call the nearest Crane branch for quick information on any valve or fitting problem. Crane representatives will be glad to give you the benefit of Crane's 80 years experience in the design and manufacture of valves and fittings for every industrial use.



ACCURATE



Crane Welded Header

- 1 Factory fabricated to exact dimensions specified—therefore easily installed.
- 2 Pressure tested for tightness at all points before approved by Crane inspectors.
- 3 All welds made by Hartford qualified welders when specified.
- 4 Uniform strength throughout—all inherently weak sections being reinforced according to modern engineering practices.
- 5 Material inspected and analyzed before fabrication.

CRANE CO., GENERAL OFFICES: 836 SO. MICHIGAN AVE., CHICAGO, ILL. • NEW YORK: 23 W. 44TH STREET
Branches and Sales Offices in One Hundred and Sixty Cities

CRANE VALVES, FITTINGS and PIPE FABRICATION

The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 93

NOVEMBER 2, 1935

Number 18



Member



Audit Bureau of Circulations
Associated Business Papers
Official Organ Institute of American
Meat Packers.
Published weekly at 407 So. Dearborn
St., Chicago, Ill., by The National
Provisioner, Inc.

PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice Pres. and Treasurer

FRANK N. DAVIS
Vice Pres. and Mgr. Adv. Sales

Executive and Editorial
Offices
407 South Dearborn Street,
Chicago, Illinois
Eastern Office
300 Madison Avenue,
New York, N. Y.
ANDREW H. PHELPS
Manager
Pacific Coast Office
1031 So. Broadway,
Los Angeles, Calif.
NORMAN C. NOURSE
Manager

Yearly Subscription: U. S., \$3.00;
Canada, \$6.50 (includes duty); foreign
countries, \$5.00. Single copies,
25 cents.

Copyright 1935 by The National
Provisioner, Inc. Trade Mark regis-
tered in U. S. Patent Office. Entered
as second-class matter, Oct. 8, 1919,
at the post office at Chicago, Ill.,
under act of March 3, 1879.

Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
Provisioner Daily Market Serv-
ice, 407 S. Dearborn St., Chicago.

IN This ISSUE

| | |
|--|------------|
| AIR CONDITIONING — | |
| Savings in Hog Chilling..... | 9 |
| PROCESSING TAX—AAA Polls Its Corn-Hog Vote..... | 12 |
| Tax Situation in the Courts..... | 12 |
| MEAT IMPORTS—More Competition with Home Industry..... | 34 |
| CHAIN REBATES—New Case Brought Against A. & P..... | 14 |
| SALES—What One Salesman Got Out of the Convention..... | 15 |
| SAUSAGE—Curing in Silent Cutter..... | 16 |
| Beef Melts in Sausage..... | 16 |
| PLANT OPERATIONS—Insulating P. S. Tanks..... | 17 |
| Making Pipe Bends..... | 17 |
| REFRIGERATION—Cutting Pumping Costs..... | 19 |
| BUILDING UP AN INDUSTRY—Oklahoma Celebrates..... | 13 |
| RETAIL—Building Sales Volume..... | 45 |
| YESTERDAY AND TODAY—Meat Packing 40 Years Ago..... | 41 |
| Meat Packing 25 Years Ago..... | 41 |
| Meat Packing News of Today..... | |
| | 41, 43, 44 |

Index to Advertisers will be found on page 52.

IN Every ISSUE

| | Page | Page | |
|--------------------------|------|-----------------------------|----|
| MARKETS— | | | |
| Provisions and Lard..... | 25 | Hides and Skins..... | 39 |
| Tallow and Greases..... | 31 | Livestock Markets..... | 35 |
| Vegetable Oils..... | 33 | Closing Markets..... | 34 |
| MARKET PRICES— | | | |
| Chicago Markets..... | 48 | Cash and Future Prices..... | 29 |
| New York Markets..... | 49 | Hides and Skins Prices..... | 38 |
| PROCESSING PROBLEMS..... | 16 | CHICAGO NEWS..... | 41 |
| REFRIGERATION NOTES..... | 19 | NEW YORK NEWS..... | 44 |
| FINANCIAL..... | 14 | RETAIL SECTION..... | 45 |

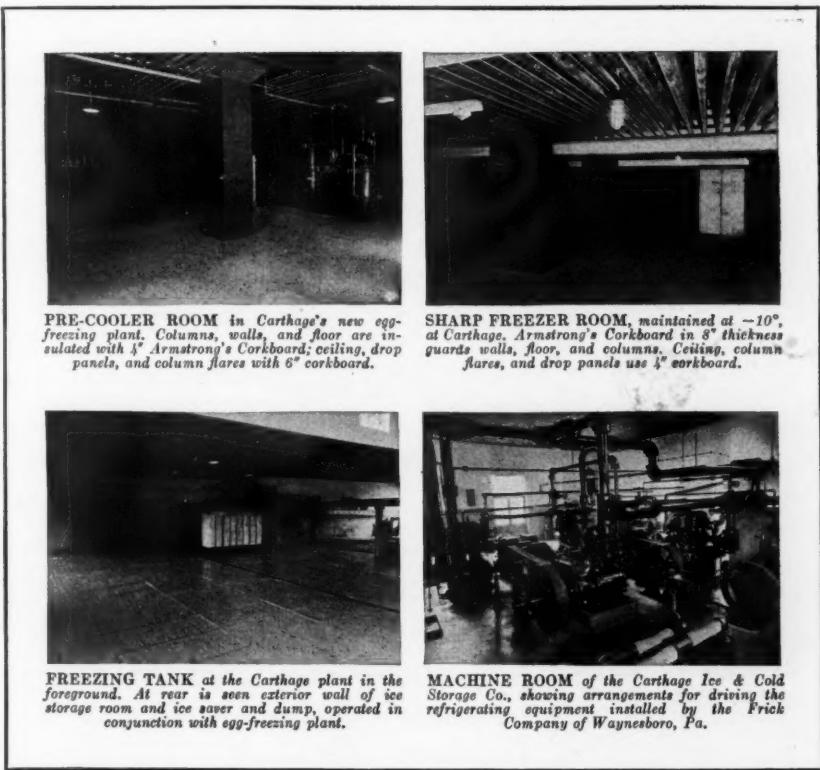
24,000 DOZEN EGGS ARE FROZEN DAILY IN THIS ARMSTRONG-INSULATED PLANT

Recent addition of Carthage Ice & Cold Storage Company, Carthage, Mo., insulated with Armstrong's Corkboard, is equipped to handle 30,000 pounds of eggs a day . . . will operate at 10° below zero in freezer room.

ONE of the largest operations of its kind in the country is the new egg-freezing plant of the Carthage Ice & Cold Storage Co. Located in southern Missouri, the plant draws fresh eggs during the spring months from a wide territory. It is equipped to handle as many as 24,000 dozen of frozen eggs daily—enough to keep over 40 girls working continuously, 8 hours every day, candling and cracking them.

To insure accurate temperature control throughout this modern three-story egg-freezing plant, approximately 130,000 board feet of Armstrong's Corkboard was installed. On the first floor is a pre-cooler room, held at 30° F. After being broken the eggs are first held in the sharp freezer room, maintained at -10° F., and then packed in 30-lb. containers and stored. The two upper floors of the building are used for egg storage and are kept below zero.

Behind the choice of Armstrong's Corkboard for this—and for hundreds of other plants throughout the country using refrigeration—lies a record of 35 years of satisfactory insulating performance. Thanks to the natural cell structure of cork, Arm-



PRE-COOLER ROOM in Carthage's new egg-freezing plant. Columns, walls, and floor are insulated with 4" Armstrong's Corkboard; ceiling, drop panels, and column flares with 6" corkboard.

SHARP FREEZER ROOM, maintained at -10°, at Carthage. Armstrong's Corkboard in 8" thickness guards walls, floor, and columns. Ceiling, column flares, and drop panels use 4" corkboard.

FREEZING TANK at the Carthage plant in the foreground. At rear is seen exterior wall of ice storage room and ice saver and dump, operated in conjunction with egg-freezing plant.

MACHINE ROOM of the Carthage Ice & Cold Storage Co., showing arrangements for driving the refrigerating equipment installed by the Frick Company of Waynesboro, Pa.

strong's Corkboard is a highly effective barrier to the passage of heat. And equally important is its proved ability to resist the efficiency-destroying effects of the moisture encountered in low temperature work.

This permanent efficiency of Armstrong's Corkboard means uniform

temperature and savings in refrigerating costs for as long as the insulation is in use. If you would like to have an Armstrong representative call—or if you desire further information—write Armstrong Cork Products Co., Building Materials Division, 952 Concord St., Lancaster, Pa.



VISIT US AT
NATIONAL ICE SHOW
BOOTHS 108-109

**Armstrong's
LOW TEMPERATURE INSULATION**

9
12
12
34
14
15
16
16
17
17
19
13
45
41
41
43, 44

Page

39
35
34

29
38

41
44
45

"HALLOWELL"

Packing Plant Equipment

"Hallowell" Trolleys, Hooks, etc.

The border around this ad gives a fair though incomplete idea of the extensive line of our "HALLOWELL" Packing Plant Equipment. It should not be overlooked, however, that the "HALLOWELL" Equipment possesses a great many novel and decidedly outstanding features of improved design, and in addition that it is of the same high quality as our other nationally known "HALLOWELL" Products.

Be Sure To Get Our Packing Plant Equipment Bulletin 482

STANDARD PRESSED STEEL CO.

| | | |
|---|-------------------------------|--|
| BRANCHES DETROIT CHICAGO DETROIT | JENKINTOWN, PENNA. BOX 550 | BRANCHES NEW YORK SAN FRANCISCO ST. LOUIS |
|---|-------------------------------|--|

NEW CHEVROLET TRUCKS



You are cordially
invited to attend a
**SPECIAL EXHIBIT OF
NEW CHEVROLET TRUCKS**



Accept this invitation to visit your Chevrolet dealer and a special exhibit of new Chevrolet trucks. Ask for complete details of new Chevrolet truck features that offer important transportation economies to truck users in the Meat Packing and Allied Industries.

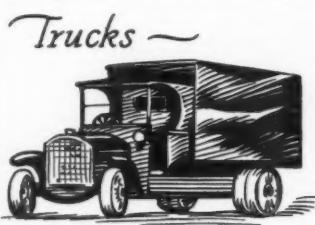
The new Chevrolet trucks are more powerful, more rugged, thoroughly modern in appearance—and still the world's lowest priced trucks.

CHEVROLET MOTOR COMPANY, DETROIT, MICHIGAN
Compare Chevrolet's low delivered prices and easy G.M.A.C. terms. A General Motors Value

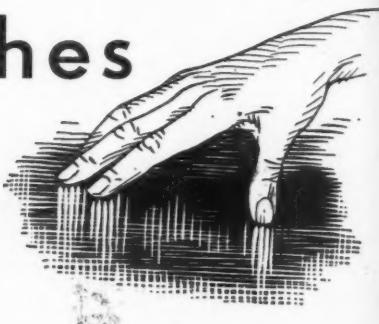
THE WORLD'S LOWEST PRICED TRUCKS

This is the way to SAVE THE SURFACE on Fine Finishes

Use LUSTRO SOAP on fine finishes. It is a pure neutral soap, harmless to the most delicate surfaces. LUSTRO SOAP is universally used because it *really cleans* fine finishes without the slightest damage.



Delicate
Floorings



FINE FINISHES REQUIRE AN
INVESTMENT—PROTECT IT

Remember that fine finishes cost money to produce. They are an investment worth protecting. Improper cleansing methods with harsh soaps will damage delicate surfaces quicker than the hard wear of everyday use. It will pay you to supply your washers and cleaners with LUSTRO SOAP which is guaranteed by the makers to be pure, harmless and efficient.

ARMOUR AND COMPANY • Industrial Soap Division • 1355 W. 31st ST., CHICAGO, ILL.

LUSTRO SOAP

THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 18

Meat Packing and Allied Industries

NOVEMBER 2, 1935

AIR CONDITIONED HOG CHILLING

EDITOR'S NOTE

WHAT is meat plant air conditioning? WHY is it needed? WHERE should it be used? These questions were answered by Mr. Bloom in the August 10 issue of THE NATIONAL PROVISIONER.

HOW should it be used?

Its use in the *smoke house* was described in the October 5 issue. Here Mr. Bloom tells how he adapted air conditioning principles to *hog chilling* with definite results.

Experiences in other departments of the meat plant will be described in later articles.

- How One Packer Made Definite Savings by Adopting These Principles in His Plant

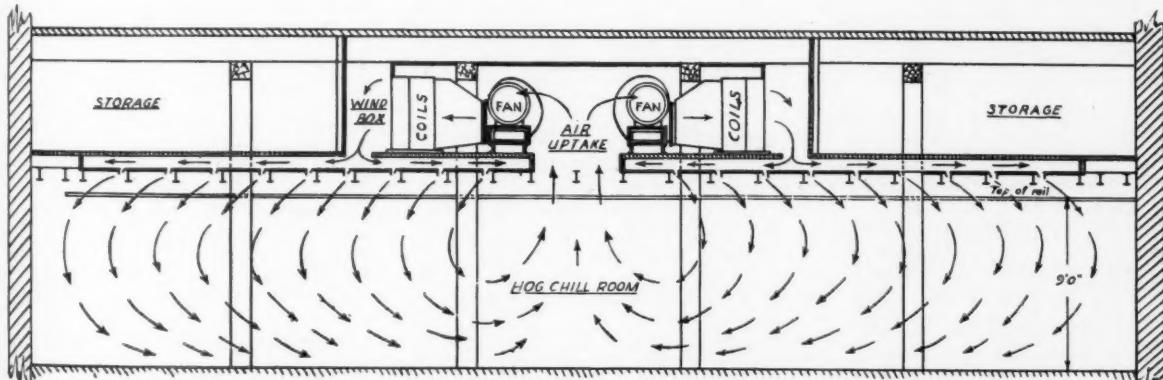
By S. C. BLOOM

DEFINITE ADVANCE in hog chilling methods has been made in the plant of the H. H. Meyer Packing Co., Cincinnati, O., through application of air-conditioning principles in the hog chill room.

Chilling in this plant formerly was done by a brine spray system,

to which the hog chill room was poorly adapted because of its shape and construction.

The new method (as illustrated in the accompanying cross-section sketch) employs forced air circulation over direct expansion ammonia coils having finned surface,



EACH HOG GETS ITS QUOTA OF CHILLED AIR IN A WAY THAT HASTENS CHILLING.

Cross-section of hog chill room in plant of H. H. Meyer Packing Co., Cincinnati, O. Chilled air is introduced into room through numerous openings from pressure chamber, and returned to fans through a central duct. Arrows indicate path of the air through room, fans, coils and duct. Lowest temperature is in a zone near ceiling, the point where the coldest temperature is needed to quickly chill hams. Hogs are chilled in this room for cutting in less than 16 hours after cooler has been filled. (See page 11 quickly chill hams. Hogs are chilled in this room for cutting in

air being introduced into the room from a pressure chamber above, and returned to the fans through a central duct.

Method of cold air circulation, and location of fans and coils in space formerly a portion of the brine spray loft, are shown in accompanying drawings.

Savings and Advantages

Eighteen months' operation of the new system shows many definite savings and advantages as a result of the change. Among these are:

1. Reduction in chilling time;
2. Less shrink in carcasses;
3. Lower cost for refrigeration;
4. Better product.

A detailed list of these savings, based on a series of actual tests, will be discussed in a later article.

Because this installation is a concrete illustration of the application of air-conditioning principles to an important meat plant operation, packers will be interested in knowing the conditions under which it was installed, how it functions, and the reasons for the savings made.

This hog chill room is approximately 52 by 60 ft., and is divided into five

bays each way. Clear height, including space available for loft, measures only 15 ft. 6 in. to underside of joists of floor above. Hanging capacity is about 1,200 hogs.

Modernization of this room was attempted under strict specifications, among which were these: Hogs must be properly chilled for cutting within 16 hours after room had been filled; refrigerating system must be simple, economical and flexible, and capable of being installed with a minimum disturbance to operations.

Making Over a Chill Room

Space conditions and shape of chill room made application of a conventional type brine spray system out of the question. Further, demand for space that might be used for curing or storage made it desirable to reclaim as much as possible of the brine spray loft space.

Building is of mill construction with heavy brick double walls. Rails run parallel with long dimension. Hogs come from killing floor into cooler at one corner, and leave for cutting floor at the diagonally opposite corner.

To utilize available head room to best advantage, it was necessary to run 12-

in. steel girders between columns parallel to rails. These support 8-in. I beams at right angles, to which rail hangers are connected. On top of the rail beams, and at right angles to them, 8-in. joists sheeted with 2-in. flooring were installed to form loft floor and that portion of old loft to be reclaimed for other purposes.

How Air is Circulated

In the center of the cooler, and running its full width, is a return-air opening 4 ft. 8 in. wide. This connects with loft space in which cooling apparatus is located. Apparatus room measures about 20 ft. by 52 ft. forming an open suction chamber into which air is drawn by fans and discharged through cooling coils.

There are four cooling units. Each pair is arranged back-to-back in the bays on either side of the center bay. Units are separated by the space of return-air opening. The two units on each side of the return-air opening discharge cold air into a duct 2 ft. 6 in. wide, extending full width of cooler and parallel to return-air opening. This duct is formed by extending partitions upwardly from loft floor to under side of ceiling.

Loft flooring was omitted in space enclosed by cold-air header duct, leaving joists exposed and permitting space between joists to be used as air-ways, underside of which is closed with $\frac{1}{8}$ -in. sheathing. Thus there was provided a cold-air pressure chamber over the entire cooler.

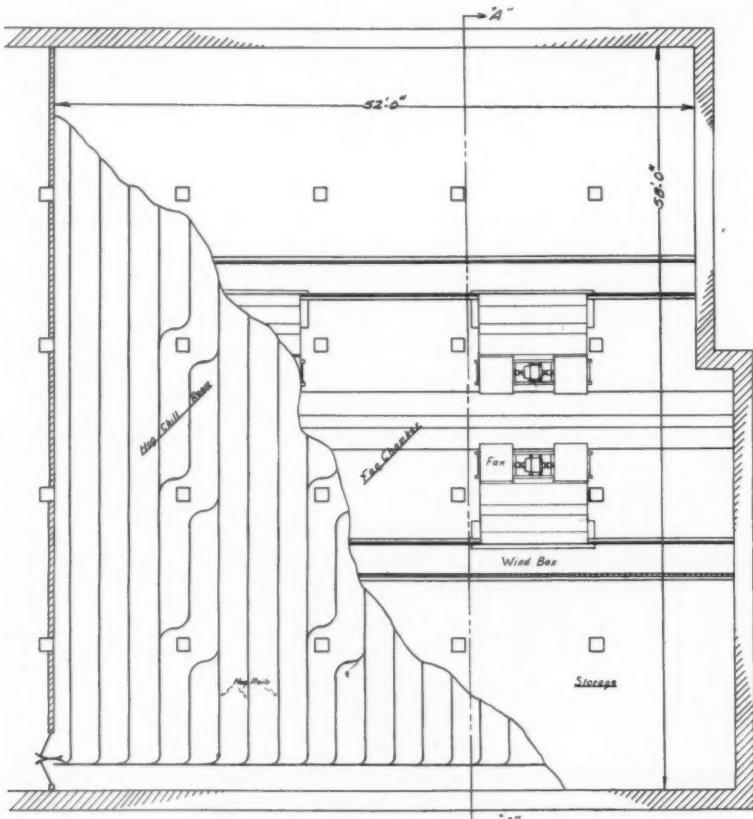
Hams Are Chilled First

At each rail beam, and on side away from return-air opening, is a continuous 1-in. slot extending full width of cooler. This is so arranged that air is discharged in a generally downward direction, forming successive sheets of chilled air which impinge upon rails, trolleys, gambrels and hams of hanging carcasses. Velocity of this air is quite high, sufficient to overcome normal upward flow of vapor-laden air commonly observed in hog chill room when fresh hogs are introduced.

Mixing of this cold air with vapor rising from hogs results in an atmosphere of very high humidity. Thus, in spite of rapid movement of the air directly on facing of ham, there is no discoloration whatsoever, but a very rapid lowering of ham temperature. In a conventional system hams are the last part of a carcass to chill, and their rate of chilling ordinarily determines how nearly the process is to completion.

Each Hog Chilled Equally

A very desirable feature of this method is that air is distributed uniformly over all hogs. In other words, each hog gets its individual quota of fresh, cold air. In other systems air from carcasses to windward subsequently passes over carcasses to leeward. As a consequence non-uniform



SETTING NEW STANDARDS IN HOG CHILLING METHODS.

Plan of hog chill room using forced air methods of refrigeration. Capacity of the room is 1,200 hogs. Due to application of air-conditioning principles to hog chilling operations, shrink and costs have been lowered and chilling time reduced.

columns parallel-in. I beams
rail hangers
of the rail
es to them,
in. flooring
ft floor and
be reclaimed

ucted

er, and run-
rn-air open-
connects with
g apparatus
m measures
ing an open
air is drawn
ough cooling

units. Each
ack in the
center bay.
e space of
wo units on
opening dis-
2 ft. 6 in.
n of cooler
opening. This
g partitions
under side

in space in-
uct, leaving
tting space
as air-ways,
l with $\frac{3}{4}$ -in.
provided a
over the en-

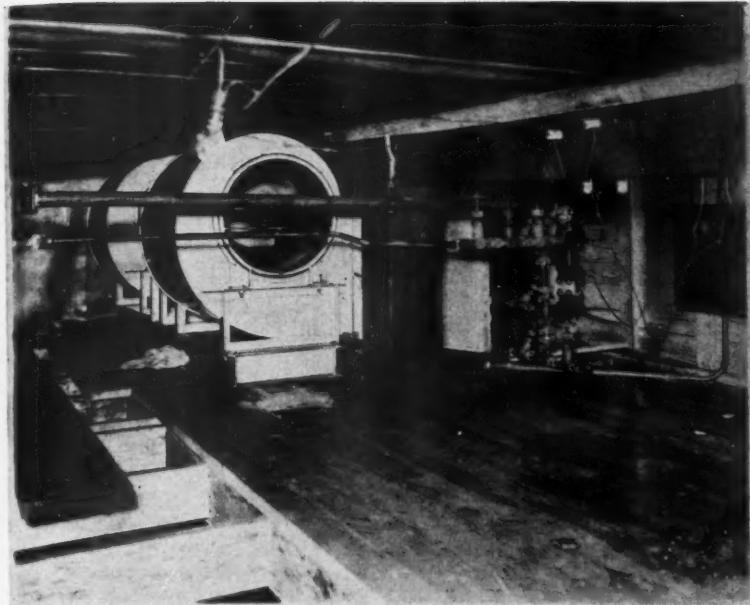
First

n side away
a continu-
ll width of
ed that air
y downward
e sheets of
upon rails,
of hanging
air is quite
normal up-
r commonly
when fresh

with vapor
an atmos-
y. Thus, in
the air di-
there is no
but a very
perature. In
are the last
and their rate
determines how
completion.

equally

re of this
distributed uni-
ther words,
al quota of
systems air
ward subse-
uses to le-
non-uniform



THESE UNITS CHILL THE AIR AND CIRCULATE IT.

Fans and finned coils in former brine spray loft, above hog chill room, in plant of H. H. Meyer Packing Co., Cincinnati, O. Fans discharge cold air into a wind box, connected with duct extending over entire area of room, from which it is distributed to cooler through openings placed on 30-in. centers. Air is returned to fans through central duct in floor at left.

This manner of applying air conditioning principles to hog chilling has accomplished notable results, including shortening of the chilling time, reduction in refrigeration costs, saving in space, less shrink, less trimming and better results in curing cellar. This refrigerating system was designed by S. C. Bloom, Chicago. Equipment was supplied by the Trane Co., LaCrosse, Wis.

cooling results. In this system all hogs get an equal chance.

Ceilings, joists, rails, rail hangers, trolleys, etc., are also kept free from condensation, a result rather difficult to obtain with conventional methods.

Amount of air circulated is such as to give more than $2\frac{1}{2}$ changes per minute in hanging space proper. Because air is introduced so that it moves toward each end of cooler in upper half of hanging space, returning in a loop circuit through lower half of room, actual air movement over hogs is at a rate of something over $2\frac{1}{2}$ ft. per second.

It is this rapid movement, coupled with high humidity, which gives speed in chilling and minimizes shrinkage. With such a rapid air circulation, difference in temperature of air entering and leaving hanging space (See Fig. 2) must necessarily be small. This provides a natural safeguard against frosty shanks or hams.

Why Air Blasts Do No Harm

Previous experiences indicated there is no danger in subjecting hot carcasses to very severe blasts of suitably-conditioned air, that chilling is thereby accelerated, that no discoloration of the meat occurs and that there is a decided reduction in shrinkage.

An explanation of this apparent con-

tradiction is that the rate at which water vapor is given off from any surface depends largely on temperature of surface. If a blast of cold, humid air is directed against a warm, moist surface, temperature of that surface is lowered quickly, thereby reducing pressure of vapor at surface, and consequently amount given off in unit time. The product of these factors results in an actual shrinkage reduction — provided circulation is discontinued promptly upon completion of chilling. After a carcass has been chilled an air blast will cause needless shrinkage.

Fans and Coils

Each of the four cooling units consists of a twin fan assembly. Each fan is of doublet-inlet, double-width, full housed centrifugal type. Twin fans of each unit are driven by a single direct-connected motor, with push-button starter.

As previously explained, air to be re-cooled is drawn up from hanging space in chill room into that portion of loft space comprising a suction chamber. Each of the four twin fan units takes its air supply from here and blows it through its own bank of finned coils.

These coils are of a special type adapted to this duty. Tubing in which ammonia is expanded is made of seamless steel. Over this is a seamless cop-

per sheathing, to which copper fins are secured by the ingenious method of running an expander through the steel tubing. This operation causes the copper tubing to make intimate contact, not only with steel tube but also with copper fins, giving a practically continuous metal-to-metal contact throughout the structure.

The purpose of using steel tubing is because of its suitability for ammonia. Copper sheathing and fins, on the other hand, are well-suited to resist corrosion from condensation of moisture during the refrigerating process. This moisture would be harmful to unprotected steel of the comparatively light wall nature used in this structure. Tubing is five-eighths in. diameter and arranged in serpentine coils of such length as to avoid too much pressure drop between inlet and outlet ends of each length of continuous tube. A plurality of ammonia liquid and suction headers are provided for each coil bank.

Defrosting the Coils

Beneath each coil assembly is a shallow pan, into which the large amount of moisture condensed during early stages of the chilling process is caught and drained away. After chill room temperature has been lowered some-

(Continued on page 19.)

SAVINGS by New Chilling Method

1. Reduction in chilling time to less than 16 hrs.
2. Less carcass shrink (nearly $\frac{1}{4}$ lb. per hog.)
3. Lower refrigeration cost and increased refrigeration efficiency:
Reduction in operating time of ice machine;
Less power used;
Extra ice machine capacity;
No brine spray (100 tons salt saved per year);
Labor expense and equipment maintenance in brine-making;
Refrigerating space saved.
4. Better product:
Fewer streaked carcasses (no ceiling drip);
Better trim on cuts, due to firmer carcasses;
Better appearance of green and smoked cuts;
Better color of blood and bone;
Better curing.
5. Operating and maintenance:
Operating economy when kill is below normal;
Less deterioration of rails, trolleys, hangers, rail timbers, etc.;
Floor space (1,700 ft.) saved for curing or storage;
No repairs in $1\frac{1}{2}$ years.

AAA Polls Its Vote to Carry on the Corn-Hog Program

THE AAA has received its self-sought mandate to continue with a corn-hog control program.

Returns in the corn-hog referendum held on October 26 indicate that approximately 710,000 producers voted for a control program in 1936 and 112,000 against such a plan. This is a marked increase over the total of 579,716 votes cast in the referendum last year.

For packers the vote means probable continuance of a system which, coupled with the drouth, has cut hog slaughter by 33 per cent, increased pork imports, aroused unfriendly consumer feeling against pork, and levied a processing tax on every cwt. of hogs killed.

Court May Alter Plans

However, it is possible that any new AAA corn-hog plan may be halted shortly after its start by a decision of the Supreme Court in the Hoosac Mills case. Should processing taxes be declared unconstitutional, even if other parts of the program were retained, the AAA system of benefit payments would fail unless other sources of revenue could be found.

In announcing that another voluntary contract will be offered for both corn and hogs, Chester C. Davis, AAA administrator, said: "The need for increasing the present pork supply of the nation, a supply reduced sharply by drouth, will be kept in mind in plans for the next adjustment contract for corn and hogs.

"It is only natural that we should be pleased with the apparent approval of adjustment given by corn and hog farmers. As I view the result, however, the Agricultural Adjustment Administration was not an issue as such. The real issue was whether adjustment should be continued in an effort to prevent future overproduction which would bring low prices and disaster to the farmers."

30 Per Cent Hog Increase

The AAA is already working on control contracts for corn-hog producers. The administration has indicated that it desires a 30 per cent increase in hog production next year. This, however, would not greatly affect hog slaughter during the 1935-1936 marketing year. It has been estimated that federal inspected slaughter during that period will total approximately 28,500,000 head.

Despite the vote cast for continuation of the program, the U. S. Live Stock Association, with a membership of 53,000 stockmen in 43 states, will continue to fight the idea, D. M. Hildebrand, president of the association, said

this week. He declared the program would eventually wreck every hog producer and kill the farmers' market for corn.

Analyzing the Vote

Jouett Shouse, president, American Liberty League, declared that AAA rejoicing over the referendum may be premature. He pointed out that of 4,500,000 potential farm votes, less than 750,000 votes were cast. Of those who voted, some 15 per cent voted against a continuance of the program.

Propaganda was responsible for the vote given the program, Dan Casement, Manhattan, Kans., farmer, believes. America's best, self-reliant farmers and hog raisers are opposed to continuation of the program, but were too indifferent to vote, he declared.

"It is not so remarkable," Casement added, "that the vote went as it did when you consider that this year the hog raiser will be paid for increasing production, where last year he was paid for decreasing it. So the farmer is actually making no concession."

PROCESSING TAX IN COURTS

Government requests for an early hearing of the Hoosac Mills processing tax case were refused this week by the U. S. Supreme Court. This case, which carries with it hopes of packers and other processors for an end to processing taxes, will be argued on December 9, instead of on November 20, as the government had requested.

The court's action was regarded as



Cartoon Chicago Daily News.
AN ALL-YEAR HALLOWEEN

a defeat for the government, since it wished to argue and obtain a decision in this case before another involving the Bankhead cotton act was argued. It is now believed that both will be heard and decided at about the same time. January 13, 1936, has been suggested as a possible date on which the court might rule on the AAA.

The government was anxious to find out how it stands on the AAA by budget-making time, but that will not be possible now.

Speculate on Decision

Eastern authorities on constitutional law predicted various outcomes for the Hoosac Mills case. One legal expert suggested the court might be satisfied to declare AAA unconstitutional on the ground the old act delegates congressional powers. The court might then wait to go into question of processing taxes until a case was brought before it under the amended AAA act.

Chicago processors and packers have been ordered to deposit an estimated \$4,000,000 a month in processing taxes in their banks pending the Supreme Court's decision. New order does not include taxes which accrued in recent months, and which are covered by bonds instead of by cash deposit. The order affects all taxes due since September. Chicago area packers were granted injunctions restraining collection of processing taxes last summer and their right to the injunctions has been sustained in later federal district court decisions.

Injunctions Are Upheld

At Macon, Ga., this week federal judge Bascom S. Beaver refused to dismiss 120 injunctions granted to complainants in AAA processing tax suits. Though the court did not issue an order, its oral decision established the right of the injunctions to exist and turned aside the dismissal motion of the government.

Ten flour milling and processing firms of Minnesota have been granted a continuance of processing tax injunctions they obtained against the federal government last July. The injunctions will hold until the decision of the Supreme Court.

CAMPAIGN AGAINST HOG TAX

Thousands of Wisconsin consumers have signed petitions asking repeal of the hog processing tax, directors of the Wisconsin Retail Meat Dealers' Association reported at a board meeting held in Oshkosh last week. Petitions will be forwarded to Washington early in November. The board of directors approved a resolution attacking the processing tax as unfair to dealers and consumers. Copies of the resolution will be forwarded to senators and representatives, President Roosevelt and Secretary of Agriculture Wallace.

t, since it
a decision
as argued.
uch will be
the same
been sug-
which the
A.

ous to find
AAA by
it will not

ion

stitutional
nes for the
al expert
e satisfied
onal on the
s congress
ight then
processing
ght before
act.

ckers have
estimated
sing taxes
e Supreme
r does not
in recent
d by bonds
The order
September.
granted in-
on of proc-
and their
been sus-
istrict court

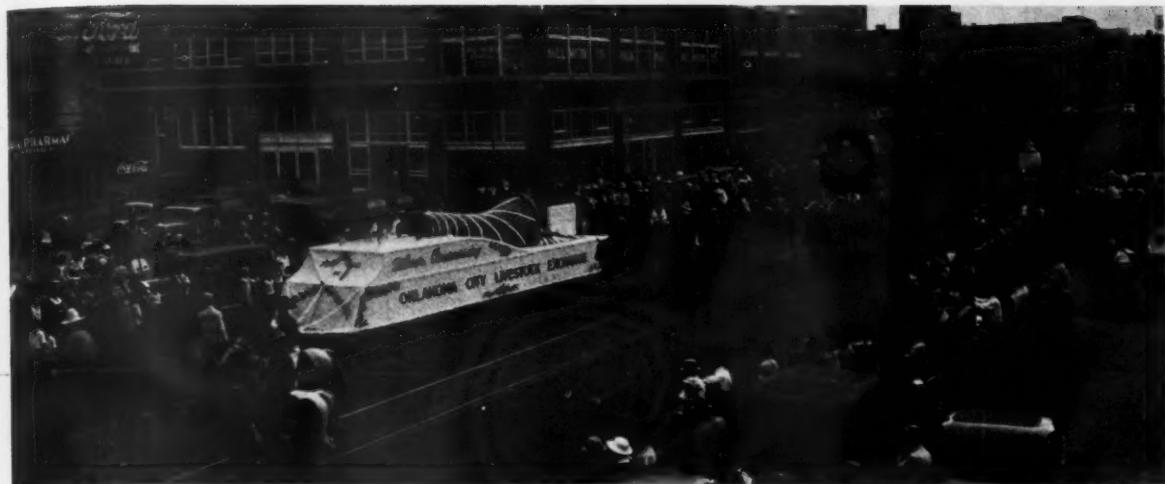
held

ek federal
refused to
ranted to
ssing tax
d not issue
established
s to exist
sal motion

processing
en granted
g tax in-
against the
y. The in-
decision

OG TAX
consumers
r repeal of
ctors of the
lers' Asso-
eting held
ons will be
early in No-
rectors ap-
ng the proc-
ers and con-
olution will
d represen-
and Secre-

rovisioner



"LET 'ER BUCK-E-O" PARADE MARKS
OKLAHOMA CITY'S LIVESTOCK
SILVER JUBILEE.

More than 6,000 people took part in this parade, of which 2,000 were packer and stockyards employees. By means of floats and other pageantry growth and development of the livestock and meat industry in Oklahoma were emphasized, along with development of Oklahoma City as a large industrial center.

BUILDING UP AN INDUSTRY

● Part Played by Packers in Development of Oklahoma City as Livestock Market

M EAT packing and livestock marketing were in the limelight at Oklahoma City when the twenty-fifth anniversary of the founding of the Oklahoma National Stockyards and the opening of the large packing plants there was celebrated. A livestock silver jubilee on October 17, 18, 19 and 20 commemorated the event and honored the individuals and companies participating.

Those honored included Thomas E. Wilson, chairman of the board, and Edward F. Wilson, president, of Wilson & Co.; Frederick H. Prince, chairman of the board, and R. H. Cabell, president, of

Armour and Company; and Sidney L. Brock, who was president of the Oklahoma City chamber of commerce in 1910 when negotiations were completed with Morris & Co. and Swarzschild & Sulzberger, through Mr. Wilson, to build plants there. Honored, also, were the officials of the Oklahoma National Stockyards Co., the Oklahoma City Livestock Exchange and affiliated commission firms.

In True Western Style

Outstanding features of the celebration were the "Let 'Er Buck-e-o," the pageant which fea-

tured educational, spectacular, comical and fascinating floats and features depicting a quarter century growth in the city and industry, meat cutting demonstrations and old fiddler contests at the Coliseum, a "Head Up" dinner and a midday forum at the Chamber of Commerce and open house celebrations at the packing plants.

Not an idle moment was permitted from the time visiting packer leaders were met at the depot and taken to their hotel in an old stagecoach from Pawnee Bill's ranch until the last steer was ridden at the Coliseum on Sunday.



LEADERS HELP CELEBRATE.

Guests of honor at the Oklahoma celebration were (left to right) Thomas E. Wilson, chairman, Wilson & Co.; R. H. Cabell, president, Armour and Company, and Frederick H. Prince of Boston, chairman, Armour and Company. Mr. Wilson was instrumental in locating the two big plants at Oklahoma City, and was present at the opening 25 years ago.

Packers' Contribu- tion to Progress

It was an inspiring pageant emphasizing the following data concerning the Oklahoma livestock industry. In 25 years over 21,000,000 head of livestock have passed through the portals of the Livestock Exchange in Oklahoma City. For this stock over one half billion dollars has been paid out to the producers of the Southwest. More than a million people have been brought into Oklahoma City to sell or trade this livestock.

(Continued on page 38.)

Food Chain Rebate Charge Revived by Government

CHARGING that a chain store organization has collected rebates from meat packers in the guise of brokerage fees, the Secretary of Agriculture has issued a complaint against the Great Atlantic & Pacific Tea Co. under the packers and stockyards act. Complaints have also been issued against meat packers who are said to have taken part in transactions in which a chain store buyer collected brokerage fees from sellers, turning them over to his employer, the food chain.

An important difference between the new action and similar cases decided two years ago is that the chain store company has been designated as a packer within the packers and stockyards act, and the Secretary is proceeding directly against it, as well as those who sold to it.

"Stop" Order Issued

Two years ago three Eastern packers were ordered to "cease and desist from the unfair, unjustly discriminatory and deceptive practice or device of either directly or indirectly refunding or remitting brokerage fees to any buyer of meats and meat food products. . . ." The order was upheld by a federal court in New York, but not in Pennsylvania, and the Secretary's action would indicate that the practice has continued in some cases.

The Great Atlantic & Pacific Tea Co. issued a denial that it had violated the packers and stockyards act, stating:

Answer of the Chain

"The company has read the complaint of the Department of Agriculture and from the wording of the complaint the department apparently believes we are packers. We are in no sense packers, nor do we buy, slaughter or process livestock. We are therefore not involved in any violation of the packers and stockyards act of 1921."

The Secretary's complaint states that the food chain is a packer engaged "in manufacturing and preparing meats and meat food products for sale in commerce." This is essentially one of the definitions of "packer" found in section 201, Title II, of the packers and stockyards act. It is claimed that if the Great Atlantic & Pacific Tea Co. has performed any packing operations such as bacon slicing, wrapping, etc., it may possibly come within the legal provisions of the packers and stockyards act.

The Secretary's complaint tells in detail of the mechanism allegedly used in securing rebates. It declares that C. J. Noell, representing himself to be a broker—but actually a salaried employee of the food chain—charged and collected brokerage fees for selling packers' meat and meat food products

to the food chain, and then remitted such fees to the chain after deducting expenses.

The complaint also charges that fees earned by selling packers' products to competitors of the A. & P. company were also remitted by the broker to his employer after deducting expenses.

FOOD CHAINS' SALES INCREASE

Dollar sales of six food store chains amounted to \$555,176,412 for the first 40 weeks of 1935, an increase of 8.7 per cent over sales of \$510,924,366 during the same period in 1934. Only one chain showed a decrease in dollar volume, others registering gains which ranged from seven-tenths of 1 per cent to 21.8 per cent. The 1935 and 1934 sales of chains were as follows:

| | 1935. | 1934. |
|--------------------------|---------------|---------------|
| Safeway Stores | \$220,177,484 | \$183,501,201 |
| Kroger Gro. & Bakg. | 174,995,696 | 168,435,453 |
| American Stores* | 85,518,802 | 84,907,317 |
| National Tea Co. | 46,785,841 | 46,437,832 |
| Jewel Tea Co. | 14,177,328 | 12,878,182 |
| Dominion Stores | 13,511,261 | 14,674,381 |
| Six companies | \$555,176,412 | \$510,924,366 |

*39 weeks to September 28.

CHAIN STORE TAX BILLS PASS

A graduated chain store tax bill has passed both houses of the Texas legislature. Under the bill taxes would be graduated according to the number of stores in the chain and the maximum tax of \$750 per store would apply to chains having over 50 stores. The tax would be imposed on every kind of chain business, wholesale or retail.

Before closing its session on September 27, the Wisconsin state legislature passed a graduated chain store tax bill. Beginning at \$25 for each store in excess of one, the maximum rate would be \$250 per store for each unit in excess of 25.

HANDLING PERISHABLE FOODS

The National Association of Marketing Officials will hold its seventeenth annual convention at the Drake hotel, Chicago, on December 4, 5 and 6. In conjunction with the convention there will be a trade exhibition illustrating improvements in handling and transportation of perishable foods. The membership of the association consists of federal and state marketing officials, all of whom have as their objective better marketing of produce. The theme of the convention will be "Handling of Perishable Food Products in the Terminal Market," with discussions on

refrigeration, warehousing, packaging, exchanges, place of the commission merchant and independent distributor, independent shippers and cooperatives, as well as local legislation and transportation.

CHAIN TAX LAW HELD VALID

Validity of the Michigan chain store tax law was cleared up last week when the U. S. Supreme Court dismissed an appeal by 20 corporations and 15 individuals attacking the tax. Michigan's Supreme Court upheld the graduated license tax on chain stores several months ago and chain stores appealed the decision. Tax ranges from \$10 a store on chains with under three units to \$250 per store on chains with 25 or more units.

FINANCIAL NOTES

Wesson Oil & Snowdrift net income during year ended August 31, amounted to \$5,000,634, equivalent to \$6.52 per share of common stock. Earnings during 1934 totaled \$2,402,274 or \$2.08 per share of common.

Procter and Gamble Co. reports net income of \$3,604,505 for the quarter ended September 30, or 53 cents a common share compared with \$3,525,858 earned in the preceding period.

Quarterly dividends of 25 cents have been declared on A and B stock of Loblaw Grocerterias, payable December 2 on stock of record November 14.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, October 30, 1935, or nearest previous date:

| | Sales. | High. | Low. | —Close.— |
|------------------|---------------------|-----------|----------|-----------|
| | Week ended Oct. 30. | Oct. 30.— | Oct. 30. | Oct. Oct. |
| Amal. Leather | 1,300 | 2% | 2% | 2% |
| Do. Pfd. | 600 | 30 | 30 | 32 |
| Amer. H. & L. | 8,200 | 3% | 3% | 3% |
| Do. Pfd. | 1,400 | 32% | 32% | 32% |
| Amer. Stores | 1,100 | 36% | 36% | 36% |
| Americana Ill. | 28,900 | 4% | 4% | 4% |
| Do. Pr. Pfd. | 2,200 | 65% | 65% | 66 |
| Do. Del. Pfd. | 500 | 105% | 105% | 104% |
| Beechnut Pack. | 2,300 | 93 | 92% | 92% |
| Boehack, H. C. | | | | 74 |
| Do. Pfd. | 10 | 40 | 40 | 40 |
| Chick. Co. Oil | 3,700 | 27% | 26% | 26% |
| Childs Co. | 1,400 | 5% | 5% | 5% |
| Cudahy Pack. | 1,200 | 41 | 41 | 41 |
| First Nat. Str. | 6,200 | 47 | 46% | 47 |
| Gen. Foods | 16,000 | 32% | 32% | 32% |
| Gobel Co. | 2,600 | 2% | 2% | 2% |
| Gr.A.&P.1st Pfd. | 30 | 128% | 128% | 128% |
| Do. New | 150 | 127% | 127% | 131 |
| Hormel, G. A. | 50 | 17% | 17% | 18 |
| Hygrade Food | 4,500 | 2% | 2% | 2% |
| Kroger G. & B. | 12,000 | 21% | 20% | 20% |
| McNeil Co. | 950 | 8% | 8% | 8% |
| Mickeybel Co. | 14,250 | 21% | 20% | 21 |
| M. & H. Pfd. | 200 | 4% | 4% | 4% |
| Morrill & Co. | 400 | 55% | 55% | 56% |
| Nat. Leather | 1,800 | 1 | 1 | 1% |
| Nat. Tea | 4,500 | 10 | 9% | 9% |
| Proc. & Gamb. | 6,000 | 50% | 50 | 50% |
| Do. Pr. Pfd. | 206 | 119% | 119% | 119% |
| Rath Pack. | 50 | 23% | 23% | 23% |
| Safeway Strs. | 6,300 | 35 | 34% | 34% |
| Do. 6% Pfd. | 90 | 110 | 110 | 110 |
| Do. 7% Pfd. | 380 | 110% | 110 | 110 |
| Stahl Meyer | | | | 1% |
| Swift & Co. | 23,100 | 10% | 18% | 19 |
| Do. Int'l. | 5,150 | 31% | 30% | 31 |
| Truax Pork | | | | 6% |
| U. S. Leather | 1,000 | 8 | 8 | 9 |
| Do. A. | 2,400 | 14% | 13% | 13% |
| Do. Pr. Pfd. | 200 | 70% | 70 | 70 |
| Wesson Oil | 24,100 | 51% | 50 | 50 |
| Do. Pfd. | 1,200 | 84 | 84 | 84 |
| Wilson & Co. | 55,400 | 7 | 6% | 6% |
| Do. Pfd. | 2,700 | 71% | 71% | 71% |

*Or last previous date.

, packaging,
mission mer-
distributor, inde-
operatives, as
l transportation

A Page
for the

Packer Salesman



Picking Up Sales Ideas

What One Packer Salesman Got Out of the Packers' Convention

HOW many salesmen ever get a chance to attend the annual packers' convention? Does the boss consider it worth while to let them attend?

Every year the Sales and Advertising session is one of the best on the program, but the attendance is made up largely of executives and sales managers.

Here is a letter from a packer salesman whose boss was smart enough to permit him to attend. It was his first experience at an event of this nature, and he returned home and to his territory full of new ideas and the thrill of the big convention.

It will be some time before he sees his boss, as his headquarters is several hundred miles from the plant, therefore he wrote him this letter:

What He Got Out of It

Dear Mr. Williamson:

You said you would expect me to give you what I got out of the convention at Chicago, so I am going to tell you as briefly as possible about the things that impressed me most.

First of all there seemed to be a united effort to meet a situation, and a sincere desire to improve merchandising methods during the coming year. Quality product at fair prices to all, the elimination of unprofitable accounts, and a general educational program through the salesmen were subjects of great value and interest.

It has not only been a big thrill, but has broadened my vision, saturated me with enthusiasm and planted germs of new ideas which will surely be reflected in my results this coming year.

The only disappointment comes because so few salesmen were there—I mean those who are actively engaged on a territory and fighting hard to increase their business at a profit. We cannot know too much about our business these days.

It Started Him Thinking

This experience has made me think. It has enabled me to see more clearly the problems which confront you, thereby increasing my own efficiency and making the job more pleasant for both of us.

I can clearly see the magnitude of the several items of expense which apply to my territory, and which heretofore have seemed trivial and not war-

ranting criticism. The whole picture seems to have been enlarged and made unusually plain and distinct.

The sessions dealing with sausage were extremely interesting, and appealed to me very much because of the beginning of our campaign. The statement was made in one of these meetings that 30 per cent of the sausage volume was frankfurts, yet an extensive survey disclosed the fact that only one purchase in thirty included any item of sausage.

An Eye-Opener on Sausage

It was always my impression that frankfurters were an unprofitable item, but I have an idea that I want to try

convention. More sales managers ought to be as generous and far-sighted as you are.

Be sure and have the franks in Monday's car.

Yours for more business,
U. A. CUMMING.

SOLICITATION THAT SELLS

The retailer's chief interest is to pass on to customers as much meat and sausage products as possible at profitable prices. He buys to sell, and he makes his money selling. This is a point for the packer salesman to keep in mind.



REGISTERING FOR THE SALES MEETING.

Packer sales executives and some of their men fortunate enough to attend the section meeting on Sales and Advertising at the recent packers' convention at Chicago got a lot out of the program. Their interest is shown by their eagerness to register.

out on my territory if you will furnish me with a few samples. Now is the time to sell frankfurts, and if we can break even on them by making them extra good quality, I am going to prove that my idea will work.

If it is true that only one retail purchase in thirty is sausage, and that 30 per cent of the total sausage volume is frankfurts, my business is going to double and my profits will be greater. At least, I am going to do some checking up on my territory and see if it is true. Please ship me a ten-pound box of De Luxe SC Franks in Monday's car, care of Peters' Market, as I have arranged with him to handle them.

I have another idea about selling pork sausage, but will write you about this in the next mail.

Please accept my appreciation for making it possible for me to attend the

To emphasize the reasons why products turn over quickly and create resales makes a solicitation worth more as an attention-getting and sales-creating argument than twice the same amount of talk on prices and service.

FOLLOWING UP ADVERTISING

A packer's advertising dollars are wasted if a sales person in a retail store recommends something different from what the customer asks for. Advertising has brought the customer to the point of sale. The retail sales person then becomes the important link in selling. Unless the packer has thoroughly informed and "sold" the retailer and his helpers on merits of his products his well-planned advertising may prove unproductive.

Practical Points for the Trade



Curing in Silent Cutter

Some sausage manufacturers like to make and cure their bologna in the silent cutter, as it saves labor time and decreases inventory. A Pacific Coast sausage maker who has heard of this method, writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us how to cure and make bologna in the silent cutter? Is the resulting product of good quality?

To make and cure bologna in the silent cutter one sausage expert advises the use of all fresh meats, as follows:

70 lbs. beef chuck
20 lbs. pork cheek meat
10 lbs. pork back fat trimmings or shoulder fat.

Grind beef and pork cheeks through the $\frac{1}{8}$ -in. plate; back fat trimmings through $\frac{3}{8}$ -in. plate. Put beef and pork cheeks in silent cutter and add cure, as follows:

3 lbs. salt
2 oz. of sodium nitrate
 $\frac{1}{4}$ oz. nitrite of soda
6 oz. sugar

and proceed as if using cured meats.

Add ice and water up to 20 lbs. per 100 lbs. of meat, and chop for 3 mins. Then add pork back fat and seasonings:

6 oz. ground white pepper
1 oz. ground allspice
2 oz. coriander
2 oz. ground nutmeg.

Chop 2 minutes more. Then put in a meat truck or pans not over 6 ins. deep, and hold in cooler at 36 to 38 degs. Fahr. over night or about 12 hrs. Next morning stuff and let sausage hang in room temperature for 1 to 2 hrs. Then smoke, slowly at first, gradually increasing temperature from 120 to 145 degs. Fahr. Cook 45 minutes at 160 degs. Fahr.

This method has the advantage of saving a lot of labor, decreases inventory holding and produces a fine, tacky product.

Ready prepared seasonings or specially prepared seasonings as manufactured by reputable firms will assure convenience and uniformity in making this product.

TO TELL AGE OF BEEF

How can beef from young animals, particularly steers, be distinguished from that of older cattle? A packer who has always processed pork, but only recently begun beef slaughtering, writes:

Editor THE NATIONAL PROVISIONER:

Are large white buttons on a steer rib a sure sign of young age, and smaller ones of older age? Or what is the best way of determining young age in beef steers?

Large white buttons with a red bone

adjoining are indications of youth in beef. This is one of the surest ways of determining age of animals at time of slaughter or in examination of cuts. As animals grow older these cartilages turn into bone. Color and character of the bones change from a relatively soft and spongy structure in young beef to a harder and more brittle condition in old animals. In the carcasses of cows which may be seven or eight years old at the time of slaughter the bones are hard, flinty and brittle. No buttons can be found.

Most steers are slaughtered at a much younger age and buttons are usually apparent, their size depending on the age. Younger steers show larger buttons than are found in carcasses from animals which are three years old or older at the time of slaughter.

Inside the carcass the nearer the bones are together, the younger the beef.

Figuring Smoked Meat Costs

What does it cost to smoke meats?

How do you arrive at such a cost?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product — wrapped, packed and ready to ship?

Do you figure in everything, including shrinkage, labor, operating costs, overhead, supplies, etc.?

In arriving at smoked cost from cured do you divide price by yield, or multiply by shrink?

There is a right and wrong way, and the latter will cost you money.

THE NATIONAL PROVISIONER has made a reprint of its information on "Figuring Smoked Meat Costs." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 10c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Figuring Smoked Meat Costs."

Name.....

Street.....

City.....

Enclosed find a 10c stamp.

Beef Melts in Sausage

An Eastern packer who is looking for new types of material to use in making sausage asks if beef melts can be substituted for pork liver in producing a sausage similar to liver sausage. He writes:

Editor THE NATIONAL PROVISIONER:

At present beef melts are much lower in price than pork livers. Could they be used as a substitute for pork livers in making liver sausage? If so, what percentage of the melts could we use in the formula?

If beef melts were used in making sausage the product could not be called liver sausage under government inspection regulations. While there is no information available on making such a product and the results are unpredictable, the packer might experiment a little with such a sausage.

Experiments might be carried on using a small proportion of beef melts with pork livers. Then on further trials the proportion of beef melts could be increased and pork livers decreased. It might be possible to do away with the use of the livers altogether and turn out a good product.

However, the consumer will have to be the sole judge of the product and the manufacturer will have to govern his use of beef melts by what the consumer will accept or reject.

TEST ON CUTTER COWS

A packer who saw the test on canner cows which recently appeared on this page of THE NATIONAL PROVISIONER writes:

Editor THE NATIONAL PROVISIONER:

Can you furnish us with a test on cutter cows similar to the one you recently published on canners?

A test on cutter cows, 375 lbs. and up, with yields shown in percentages, is as follows:

| Cuts | Per Cent |
|-------------------------|----------|
| Beef tenderloins | 1.78 |
| Spencer rolls | 3.12 |
| Clods | 4.18 |
| Sirloin butts | 3.75 |
| Strips | 2.49 |
| Beef ham insides..... | 7.27 |
| Beef ham outsides..... | 4.10 |
| Beef ham knuckles | 4.05 |
| Beef trimmings | 20.13 |
| Rump butts | 2.35 |
| Flank steaks | 0.40 |
| Kidneys | 0.57 |
| Shank meat | 6.27 |
| Boneless chuck | 12.58 |
| Tallow suet | 0.61 |
| Scrap tallow | 1.02 |
| Bones | 25.13 |
| Shrink | 25 |

100

looking for
use in making
can be sub-
producing a
sausage. He

lower in price
used as a sub-
liver sausage.
melts could we

in making
not be called
ment inspec-
here is no in-
aking such a
are unpredict-
periment a

carried on us-
f beef melts
on further
beef melts
ork livers de-
possible to do
e livers alto-
d product.

will have to
product and
ve to govern
what the con-
t.

COWS

test on canner
eared on this
PROVISIONER

NER:
st on cutter cows
tly published on

, 375 lbs. and
percentages, is

| Per Cent |
|----------|
| 1.78 |
| 3.12 |
| 4.33 |
| 5.75 |
| 2.49 |
| 7.27 |
| 4.10 |
| 4.05 |
| 20.13 |
| 2.35 |
| 0.40 |
| 0.57 |
| 6.27 |
| 12.58 |
| 0.61 |
| 1.02 |
| 25.13 |
| 25 |

100

Plant Operations

Pointers for the Superintendent,
Engineer, Master Mechanic and
other Operating Executives

MAKING PIPE BENDS

By W. F. Schaphorst, M.E.

Meat packing plants contain great quantities of piping for steam, hot and cold water, ammonia, brine, blood, compressed air, etc., and erection, maintenance and insulation of the various lines is an almost continual job.

The accompanying chart will be found useful in the erection and maintenance department for determining the average radius of bend that should be given to common forms of pipe bends, Nos. 1, 2, 3, and 4, as shown at the right. Also, knowing the radius of bend, the size of pipe, and the form of bend, column D gives the expansion allowance of that bend.

For example a 5 in. pipe was bent to a radius of 40 in., the bend being a common U-bend as shown by No. 2 in column E. What expansion may be allowed?

The dotted line drawn across the chart shows how the chart is used. Run a straight line through the 5 column A

and the 40 column B and locate the intersection with column C. Then from that point of intersection run over to the mark in column E opposite the Figure 2 and the intersection through column D gives the answer as 1.5 in. expansion allowance.

If the size of pipe were the same, 5 in., the average radius 40 in. and the bend were a "No. 4," expansion allowance would be 3.7 in. If the bend were a "No. 1," expansion allowance would be 0.75 in.

Similarly if the expansion allowance is already known, if the form of bend is known, and if the size of pipe is known, the average radius to which the bend should be made may be determined. In other words, knowing any three of the four factors given in columns A, B, D and E the fourth or unknown factor is easily determined by following the method as explained above.

The chart is based upon the following rules:

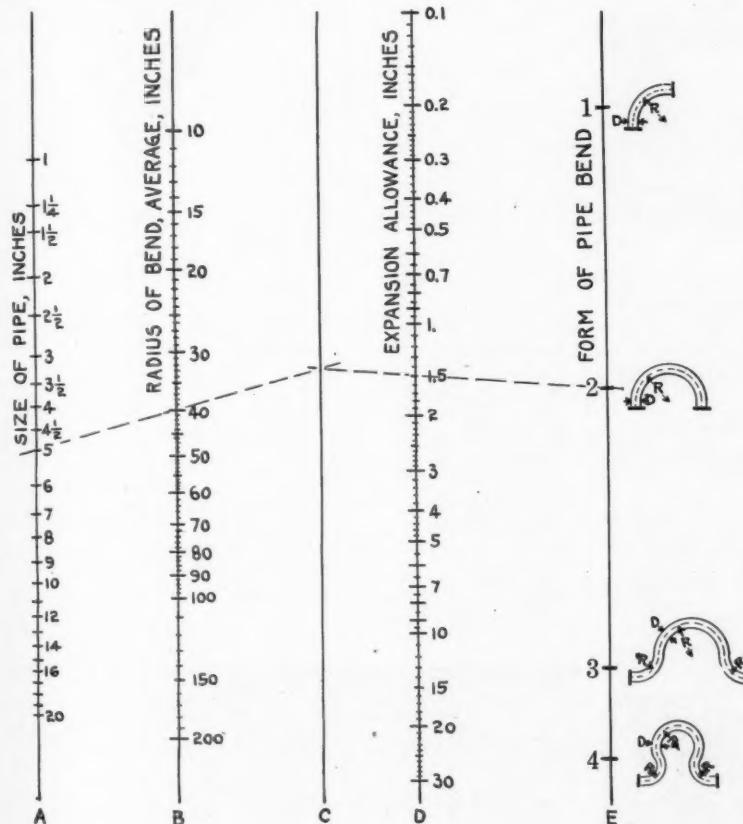
For Bend No. 1—Square average radius of bend in inches, multiply by 0.0026 and then divide by the outside diameter of pipe in inches.

Bend No. 2—Same as No. 1 but use 0.0052.

Bend No. 3—Same as No. 1 but use 0.0104.

Bend No. 4—Same as No. 1 but use 0.013.

In the chart all of these operations



are already performed. The radii are squared, exact outside pipe diameters are employed, and the proper factors are used.

INSULATING P. S. TANKS

Lard tanks should be insulated to prevent waste of heat, but unless requirements are understood and provided for at time tanks are installed, more or less unsatisfactory service is very sure to result. A Canadian packer asks for information on insulating P. S. tanks. He says:

Editor THE NATIONAL PROVISIONER:

What is the best insulation for prime steam lard tanks and how should it be applied?

We would also like to know how to satisfactorily caulk around tanks where they pass through floor, so as to prevent moisture drip. We have caulked one tank with asbestos and high temperature pitch, but we notice this caulking is melting.

Lard tanks are usually insulated with asbestos cement or asbestos blocks. If the former material is used wire netting is first placed around tank as a reinforcing for the cement. Blocks usually are held in place with wire or metal strap bands. After insulation is in place it is smoothed over with asbestos cement and finished off by covering with cloth and painting.

It does little good to insulate tanks unless the insulation can be kept dry. Splashing it with a hose should be avoided, and provisions should be made to prevent water running down on insulation from floor above.

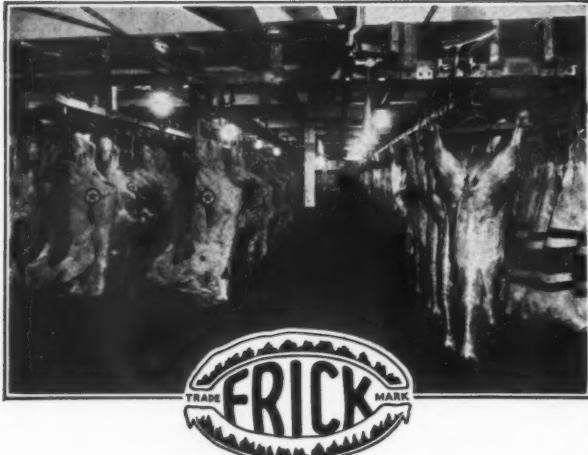
Calking openings where tanks pass through floors has not been generally satisfactory. Heating and cooling causes tank to expand and contract, so that a satisfactorily tight joint seldom can be maintained. The usual practice is to build a curb about 4 in. high around floor opening to prevent drip, and where possible to attach to the tank a sheet-iron umbrella wide enough so that other edge will extend beyond floor curb. This arrangement is effective in keeping much water away from insulation.

In old installations it is sometimes difficult to provide efficient protection against moisture without first giving consideration to protecting against drip of floor water. Quite often only a small clearance is left between diameter of tank and edge of floor opening. At least 1 in. clearance all around is a better arrangement.

ACCIDENTS HAPPEN ANYWHERE

An unusual accident recently occurred in the cooperage department of a meat packing plant. The workman was engaged in building a barrel. When only partially built the barrel collapsed, catching the employee's thumb between the staves. The thumb was fractured and the employee was unable to work for 14 days.

Watch "Wanted" page for good men.



Refrigeration for Perfect Temperature and Humidity Control

Frick Refrigeration insures that firm, yet juicy, tender appearance which appeals to housewives and chefs—now when buyers choose most carefully because of high retail prices.

You, too, can present a product with that "Fresh Killed" color, so important to the meat packing industry.

Frick Refrigeration whether applied direct or for air conditioning, will aid you in solving your problem.

Let us show you the nearest Frick-equipped meat packing house before you buy. Write, wire or phone NOW!



MOTOCO

**RECORDING and
DIAL INDICATING
THERMOMETERS**



MOTOCO Industrial Instruments have proven their dependability through many years of service on all classes of equipment requiring accurate temperature indication.

The application of MOTOCO Industrial instruments to any equipment or operation on which close temperature regulation is an essential factor, is your assurance of greater efficiency and economy.

The MOTOCO solid liquid-filled movement is of exclusive Moto Meter design; sturdily constructed to give long life service under all operating conditions. MOTOCO Industrial Instruments have evenly calibrated, easy reading scales; movements are fully compensated and dial readings represent true temperatures at the point of bulb installation.

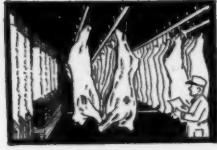
Advise us your temperature indicating and recording problems. We shall be pleased to offer our suggestions and quote on your requirements.



**MOTOMETER GAUGE AND
EQUIPMENT CORPORATION**
LA CROSSE . . . WISCONSIN



REFRIGERATION and Air Conditioning



New Chilling Method

How Air Conditioning Principles Were Adapted to Chill Room

(Continued from page 11.)

what this moisture begins to deposit as frost on coils and fins. At intervals during a chilling process king valves in ammonia lines to each unit are closed, fans continuing to operate during this time. Coils are thus quickly defrosted, water draining to sewer.

There was some question as to probably effect of frost accumulations on fins, and of frequency with which defrosting would have to be done. After nearly a year and a half of experience, it has been found that frostation presents no problem. The reason seems to be that the great amount of moisture given off in early stages of chilling immediately drains off coil fins as water.

It is surprising to see the large volume of the run-off through drain lines. At the same time, it is somewhat distressing to think that each pint of water going into the sewer represents money which might otherwise be in the packer's cash drawer. It is not too much to hope that some day a substantial portion of this loss may be saved by more modern chilling methods than we are now able to comprehend.

Early and Quick Refrigeration

Combined refrigerating capacity of the four units at peak load is 90 tons. They were planned to get as much as possible of the chilling work on the hog done in the early stages, since this is the only portion of the chilling period in which ultimate saving of time can be made. Unless time is saved early, it is lost forever. It is not possible to hasten matters near end of chilling period, because temperature differential between carcasses and air is too small.

In this installation, a very substantial rise in ammonia suction pressure at the ice machine occurs during early hours of chilling. This results in increased ice machine capacity and a reduction in power per ton of refrigeration produced.

Reduced Chilling Costs

This increased efficiency, and the fact that the ice machine is operated fewer hours, results in materially reducing chilling costs. The four motors driving the fans are 3 h.p. each. Power consumption per hour, therefore, is less than that required by the brine pump operating in connection with the spray system formerly used.

While the first cost of a refrigerating system of this kind is somewhat more than conventional installations, the capitalized value of savings and advantages, both tangible and intangible, make it relatively inexpensive.

EDITOR'S NOTE.—Detailed data on results secured in this hog chilling room, taken from actual tests, will be published in an early issue of THE NATIONAL PROVISIONER.

CUTTING PUMPING COSTS

In many ice and cold storage plants coils are frequently made up of small diameter pipe which, when supplied with the right amount of brine for meeting cooling demands in a given case, cause a pumping head so high that excessive power consumption results.

A case of this kind was discovered, C. T. Baker says in a recent issue of Refrigeration, where several hundred

feet of 1-in. pipe coil was used in a large ice storage room. These were connected in series, with the result that discharge pressure on pump, as indicated by pressure gauge, was 80 lbs. Since it was not possible to replace these coils with larger pipe, it was found that by installing larger headers and connecting several of the coils in parallel rather than in series, it was possible to reduce the pressure on the brine pump from 80 lbs. to 30 lbs.

Oftentimes plant extensions are made without due consideration being given to power cost. This is particularly true in the case of brine piping that is installed from time to time for supplying refrigeration to a number of small rooms. A great deal of trouble and expense can be saved by a careful study of pipe friction and power demands as influenced by pumping head.

It is a good idea also to consider the question of power consumption in connection with condensing water circulation. Many installations, if checked closely, will disclose unusually high power consumption, due to high pumping heads.

It is a good plan to equip all pumps in the plant with pressure gauges in order that the pumping head may be checked at any time. Of course, it often happens that excessive pumping costs are directly traceable to obsolete pumps or to the use of pumps not suited to the job.

A little time spent in going carefully over pumping equipment will oftentimes point the way to substantial power reductions. Don't try to save money by reducing size of suction and discharge pipe and don't use a suction foot valve that does not give a net opening equal to or greater than the diameter of suction inlet to pump.

REFRIGERATION NOTES

Nashoba Cold Storage Co., Ayer, Mass., recently purchased 27-ton refrigerating machine for use in plant there.

City Packing Co., Detroit, Mich., recently purchased 7-ton refrigerating machine for use in packing plant.

Roy Ambrister plans installation of ice and cold storage plant in building on Chickasaw st. and Grant ave., Pauls Valley, Okla.

Insulation Sales Co. was low bidder for cold storage room lining at State School for the Blind, Faribault, Minn.

Limestone County, Ala., has applied for government loan of approximately

AIR CONDITIONING

- **What it is**
- **Why it is needed**
- **Where it should be used**

in the MEAT PLANT

A clear statement by a recognized authority about this newest development for **saving and improving product** in the packing and sausage plant.

Describes methods and gives temperatures and humidities for each department of the plant.

Fill out and return the coupon if you want a copy.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.
Please send me copy of "AIR CONDITIONING IN THE MEAT PLANT."

Name.....

Company.....

Street.....

City.....

Enclosed find 50c in stamps.

\$60,000 to construct cold storage plant. City operated ice plant and cold storage locker project has been submitted to district WPA supervisor by Community Club of Madison, Nebr. Estimated cost of system, \$12,000 to \$15,000.

TEST WAGNER LABOR LAW

The National Labor Relations Board is preparing for a test of its powers, as contained in the Wagner Labor law, in a case which is reported to be favorable to the board. The case involves a bus company which is undoubtedly operating in interstate commerce. The board's decision may never be carried as far as the Supreme Court.

Since the chief legal weakness of the law is reported to be that it proposes to regulate employee relations in manufacturing enterprises under the guise of regulating interstate commerce, the board will probably try to avoid judicial review of this point until it has established itself as a useful agency. Thus border-line cases in which the Supreme Court might decide that interstate commerce was not truly involved may not be pressed at present.

Watch the "Wanted" and "For Sale" page for bargains in equipment.

Rail and Truck Traffic

News and Information for Packer Transportation Departments

CHICAGO TERMINAL CHARGE

Hearing on the reopened case involving right of railroads to assess an additional terminal charge of \$2.70 per car on livestock destined to the Union Stock Yards, Chicago, opened at the Hotel Sherman, Chicago, on October 28. Attorney-Examiner Worthington, of the staff of the Interstate Commerce Commission, presided.

Original complaint was filed by Henry R. Park, traffic manager, Chicago Live Stock Exchange, and alleged:

1—Collection of \$2.70 terminal charge in addition to through rate resulted in assessment of unreasonable charges in violation of section 1 of the Interstate Commerce Act.

2—Collection of this charge at Chicago, while effecting deliveries at competing markets without addition of such a charge, unduly preferred competing markets and was unduly prejudicial to Chicago, in violation of section 3 of the act.

3—Failure of the carriers to effect

delivery of livestock at the Union Stock Yards without collection of additional charge was in violation of section 15 of the act.

The case is known officially as docket 24847, Chicago Live Stock Exchange vs. Atchison, Topeka & Santa Fe Railway Company, et al. It was filed October 21, 1931; submitted May 12, 1933, and decided November 18, 1933. That decision was adverse to the complainant, and a petition for reopening and rehearing was filed and granted by the Commission.

Packers Intervene

Armour and Company and Swift & Company intervened to support the complainant. Competing markets also intervened to protect their present situation. So, too, have various producer groups intervened.

Importance of the case from a monetary standpoint may be best understood by stating that, according to figures submitted by Mr. Park, there was received at the Chicago yards in 1934 via the Western lines 143,752 carloads of livestock. In the same year 3,152 cars were shipped via those lines. Therefore a total of almost \$400,000 was collected in one year, and it was not by any means the largest year.

Elaborate exhibits portrayed the early history of the Chicago livestock marketing situation; steps leading up to collection of the charge, graphs out-

S. C. BLOOM & COMPANY

Engineers, Manufacturers, Contractors

SPECIALISTS TO PACKERS

*Meat Plant Air Conditioning
and Refrigeration*

BONDED GUARANTEES ON RESULTS

53 W. Jackson Blvd.

Chicago, Illinois

Union Stock
additional
section 15

y as docket
exchange vs.
Fe Railway
ed October
2, 1933, and
That de-
complainant
ing and re-
ated by the

ne
nd Swift &
support the
markets also
ir present
various pro-

om a mone-
understood
to figures
ere was re-
ards in 1934
52 carloads
year 3,152
those lines.
ost \$400,000
and it was
st year.
trayed the
go livestock
leading up
graphs out-

lining movement of livestock in the Chicago terminals, and many statistical charts and tables. From these it is possible to give this brief summary of the history of the charge:

History of the Case

The nine railroads serving Chicago in 1865 had recognized the unsatisfactory condition under which some four separate yards were operating in the city. They thereupon joined in the formation and construction of the present Union Stock Yards. All nine roads were stockholders and held \$925,000 of the \$1,000,000 stock.

The property continued to be operated by the railroads for many years. Finally they disposed of their stock one by one until in 1894 they had but four of ten directors on the board. In that year the company was faced with the probability of having to make a huge expenditure for track elevation and upkeep, and decided to start making a charge against the railroads using their rails for the handling of livestock. No charge had been made previously.

Effective June 1, 1894, the charge for trackage began. It ranged from 40 cents per car each way in the majority of the movements to 75 cents per car for longer hauls. The railroads thereupon published tariffs which required the payment of \$2.00 per car in addition to the rate to Chicago, notwithstanding that their additional payments ranged from the minimum of 80 cents to the maximum of \$1.50 per car.

Much litigation ensued before the Commission and the courts. After years of this it apparently became the settled rule to impose the extra charge. Effective January 25, 1932, the Commission established a scale of livestock rates throughout the Western territory. This was designed to bring about equality of conditions at all markets. In the light of this decision the Chicago market reopened its fight for the elimination of terminal charge.

A Veteran Testifies

One of the interesting witnesses in the case was Charles A. Mallory, whose father was in the Commission business when the Union Stock Yards opened for business on Christmas Day, 1865. Mr. Mallory was present on that occasion. He was engaged in business at the yards from his early teens until his retirement in December, 1934. He had been active in opposing the charge when it was proposed in 1894, and was then a member of the transportation committee of the Exchange. He, likewise, was a member of the same committee at the time of his retirement.

He recalled from personal knowledge and experience the facts about the fight, and had aided in the opposition to the charge through all the cases before the Commission and the courts. He is still an active and militant opponent of the charge.

G. F. Tally, assistant to the traffic managers, Swift & Company, offered evidence with respect to the delivery of livestock to the Omaha Packing Co. stock yards.

W. W. Manker, assistant traffic manager, Armour and Company, supported the complaint. He expressed the view that whatever rate is found proper for the service should be expressed in one single factor rate, without an extra terminal charge.

Eastern Meat Packers Represented

C. B. Heinemann, jr., recently appointed traffic representative of the Eastern Meat Packers' Association, was present as an observer, this being the first case of interest to his principals since the formation of the new bureau.

Railroad defense pleaded that the terminal service and expense in Chicago justified the added charge. The hearing concluded on October 31, with briefs and arguments to come later.

WILSON JUBILEE SOUVENIR

Wilson & Co.'s service to the livestock producing and meat consuming interests of Oklahoma are recorded in "These 25 Years," a de luxe 34-page souvenir book with silver and red effects, commemorating the silver jubilee of Oklahoma City as a meat packing center.

Twenty-five years ago Thomas E. Wilson, then vice-president of Morris & Co., in cooperation with officials of the Chamber of Commerce of Oklahoma City, was instrumental in establishing the stock yards and locating the Morris & Co. plant at this point. Since that time the city has made rapid strides as an industrial center.

Through Mr. Wilson's efforts Swarschild & Sulzberger Co. were induced to build a plant at Oklahoma City, also, and when six years later Mr. Wilson formed his own company and took over the Sulzberger interests, the pretentious plant that company had erected in Oklahoma City became a part of Wilson & Co. In 1923, when Armour and Company took over the Morris interests, the Morris plant at this point became a part of Armour and Company.

In addition to its service to the meat animal producers of the state, Wilson & Co. has a large number of cream stations all over Oklahoma, where in the past quarter century they have paid over \$18,000,000 to the farmers of the state for milk, butter fat, poultry and eggs.

These and many other interesting facts regarding this Southwestern meat packing center are embodied in this silver jubilee souvenir.

When do market values warrant working up hog heads? See chapter 3 of "PORK PACKING," The National Provisioner's latest book.

PERISHABLE FREIGHT HEARINGS

Subjects listed below will be given consideration by the National Perishable Freight Committee at a Shippers' Public hearing to be held at Room 308, Union Station Building, 516 W. Jackson Blvd., Chicago, Wednesday, November 20, 1935, commencing at 10:00 a. m., Local Time.

Shippers desirous of presenting their views may appear before the Committee or communicate with the chairman prior to the date mentioned.

No. 3217—Top icing vegetables.

No. 3479—One re-icing on shipments of fruits and vegetables from southwestern territory.

No. 3494—Standard estimated weight per cubic foot of ice.

No. 3511—Transporting pre-iced shipments cooled by shipper at point of origin.

No. 3512—Handling shipments under refrigeration with ventilators open.

No. 3515—Standard ventilation on potatoes (Irish).

No. 3517—Re-icing cars at loading station.

No. 3518—Shippers instructions on shipments moving under protective service against cold.

No. 3519—List of perishable commodities.

No. 3521—Refrigeration charges from Washington to interstate points.

No. 3524—Handling shipments under heater protective service between points in United States and Canada.

No. 3525—Handling shipments under icing, refrigeration, ventilation, during winter season.

No. 3530—Manipulating vents on shipments transported under carriers' protective service against cold.

PACKERS' TRAFFIC BUREAU

Eastern Meat Packers' Association announces establishment of a traffic bureau to handle traffic matters exclusively for its members. It will be known officially as "The Eastern Packers' Traffic Bureau," and will be located at 100 West Monroe st., Chicago.

The work will be handled under the management of Charles B. Heinemann, jr., son of C. B. Heinemann, well known in the industry. He is a native of Chicago, graduated from Morgan Park high school, took his pre-legal work at William and Mary College, Williamsburg, Va., and a 3-year law course at George Washington University, Washington, D. C. During his four years of law schooling he was employed in the law offices of Fulbright, Crocker & Freeman, one of the largest commerce law firms in the United States, with offices in Washington and Houston, Tex.

WHICH MOTOR FOR YOUR LOW-SPEED DRIVES?



Splashproof gear-motors for jobs where there are splashing or falling liquids



Totally enclosed, fan-cooled gear-motors for jobs in dusty, dirty places. Can be furnished with Underwriters' label indicating suitability for Class I, Group D, or Class II, Group G, locations



Squirrel-cage induction gear-motors for your run-of-the-plant low-speed jobs — conveyors, low-speed pumps, etc.

INDUSTRIAL PLANTS everywhere are cutting power and maintenance costs and saving space with long-lived G-E gear-motors.

Only slightly larger than standard motors, these low-speed drives combine the economies of high-speed motors with those of internal, helical planetary speed reducers, in which three planet gears share the output load. This means long life for G-E gear-motors.

You can reduce power investments and power costs with G-E gear-motors because they deliver their full horsepower rating at the output shaft.

From our complete line of gear-motors, 1/6 to 75 hp, speeds from 11 to 600 rpm, it is easy to select the RIGHT gear-motor for your job. Write for our booklet GEA-1437B. General Electric, Schenectady, N. Y.

020-201

**THE RIGHT MOTOR FOR EVERY JOB—
THE RIGHT CONTROL FOR EVERY MOTOR**

GENERAL ELECTRIC

ColdStream

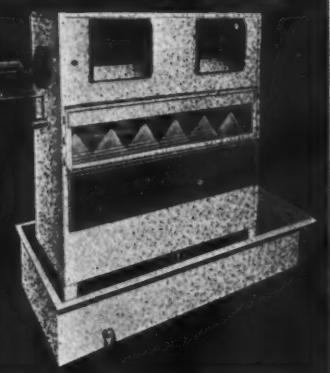
A NEW NAME

for the **BAKER** line
OF BRINE SPRAY AND COIL TYPE
AIR CONDITIONING UNITS • • •

Now you can inquire for specifications on Baker's line of air conditioning units by name—just say ColdStream to indicate your preference for Baker quality and dependability. ColdStream units are available in all sizes and capacities, brine spray (both gravity flow and forced draft) and coil types for positive cold air circulation and proper humidity. Especially designed for packing house service. Write for full descriptive literature.

**BAKER ICE MACHINE
CO., INC.**
OMAHA, NEBRASKA

Factories:
Omaha, Ft. Worth,
Los Angeles, Seattle
Eastern Sales: New York
Central Sales: Chicago



Open view of Baker Brine Spray Unit, forced draft type showing blowers, sprays and drip pan.

CALVEG

NEVER was there Onion and Garlic flavor retained in powders — LIKE NOW.

Write for NEW CalVeg samples or ORDER a trial case, packed 30 lbs. to a tin, 60 lbs. to a case.

Associate Distributors
WIXON SPICE COMPANY J. K. LAUDENSLAGER, INC.
Chicago, Ill. Philadelphia, Pa.
ASMUS BROTHERS CON YEAGER CO., INC.
Detroit, Michigan Pittsburgh, Pa.
HANLEY & KINSELLA, St. Louis, Mo.

Distributor SOKOL & COMPANY
CHICAGO NEW YORK

UNITED'S CORKBOARD INSULATION

100% Pure • U. S. Government Standard

INSULATION for

Cold Storage, Tanks, Refrigerators, etc.
Cork Pipe Covering for Brine and Ammonia Lines.
Granulated and Regranulated Cork.
Cork Brick and Cork Tile.

Literature on request.
Sales Offices in principal cities.

UNITED CORK COMPANIES
LYNDHURST, N. J.

*a Page
for*

PURCHASING Departments =

BETTER SAUSAGE PRODUCTS

When the meat packer puts lard through a texturator air is mixed with the product in the same manner as occurs when the housewife whips cream. The result is entirely desirable. Texture and color are improved and usefulness and sales value are increased.

Air incorporated in meat during some processing operations—mixing during preparation of meat for canning and sausage manufacture, for example—results in no benefits. On the other hand, this entrapped air may later be the cause of considerable trouble.

Meat canners were the first to appreciate the undesirability of air whipped into meat during mixing, because of the trouble it caused in the vacuum closing machine. This air, they found, is difficult to remove from solid

under a vacuum, thereby holding entrapped air to a minimum, might also be a good thing. Experiments with crude equipment verified these suspicions, and there developed—almost overnight—a demand for a sausage meat mixer that would thoroughly mix meat and not whip into it a large percentage of air.

The machine shown here is an answer to that demand. It is a recent development of John E. Smith's Sons Co., Buffalo, N. Y. Basically it is the same mixer with which all sausage manufacturers are familiar, strengthened to withstand the pressure of a partial vacuum, and fitted with an air-tight cover. This cover is mounted on the frame and is so arranged that it may be swung out of the way when the batch is ready to be dumped. An outlet for



SAUSAGE MEAT MIXED UNDER VACUUM STANDS UP BETTER.

Vacuum sausage meat mixer. This is the familiar machine in use in hundreds of meat packing and sausage manufacturing plants, fitted with an air-tight cover and strengthened to withstand the pressure of a partial vacuum. Developed by John E. Smith's Sons Co.

pack cans. Unless it is removed it may later cause discoloration of product and consequent loss of good will and sales. To prevent incorporating air with meat when mixing, a plan was devised for performing the operation under a vacuum. This does away entirely with incorporated air troubles.

Later these packer-meat canners—troubled with air pockets in sausage and premature spoilage—began to suspect that mixing meat for sausage

connection with the vacuum line is provided.

In a Mid-western meat plant where many of the experiments leading to development of this vacuum mixer were made it was proved beyond doubt that the theory of vacuum-mixing is sound, and that by preventing incorporating air in the sausage meat during the mixing operation air pockets are practically eliminated, color of products holds up better and spoilage is less frequent.

New Trade Literature

Beef Casings (NL158)—Describing new beef casing cleaner. Features of cleaner are elimination of outboard bearings, to facilitate feeding casings between brushes; rigid reel, to simplify removing wound casings; hinged aluminum brush shields and ball-bearing brushes.—The Albright-Nell Co.

Refrigeration (NL159)—An 8-page bulletin on brine coolers; photographs, drawings and technical information. Various types of coolers, ranging from small sizes to the largest made are described. Design, construction and uses of each type briefly treated.—Carbon-dale Machine Corp.

Air Conditioning (NL142)—New 20-page booklet on unit air conditioners. Various applications are illustrated and described. Details and specifications of various units are given, sketches show dimensions.—Vilter Manufacturing Co.

Roofing (NL147)—New booklet giving detailed information about built-up roofs. Contains illustrations; drawings showing construction details of commonly used types; complete table showing surface, underwriter's rating, materials used and weight per 100 sq. ft. for each of the various types. Qualities of built-up roofs are discussed and illustrated.—Johns-Manville Corp.

Processing Cotton Seed (NL155)—Handling bald, black or pectorin seed in the average cottonseed oil mill presents a small but very important problem. In some cases the manner of handling this bald seed may determine yearly financial results. This 4-page folder suggests a method of processing this seed which is growing in popularity and which materially reduces costs.—The V. D. Anderson Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

Nos.

Name

Street

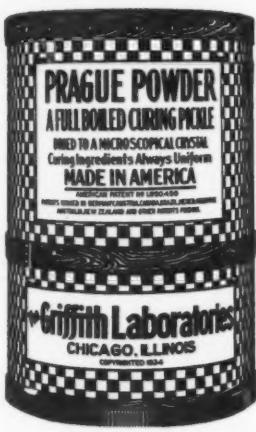
City

PRAGUE POWDER PICKLE

Is Developed one Step Further than Fresh Pickle

Its Absorption Creates Immediate Action

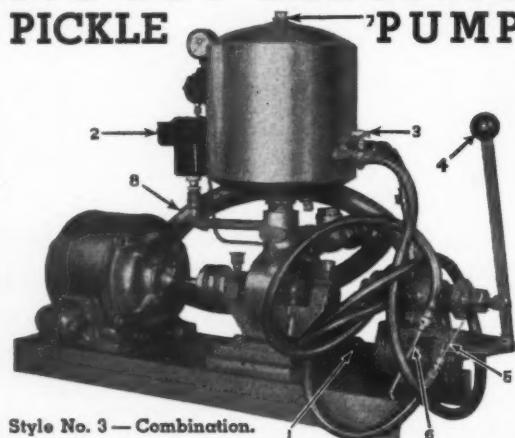
A
VEIN
PUMPED
HAM
is a
5-day
Ham



PRAGUE SWEET PICKLE CURES

Bacon, 3 to 5 days
Fresh Hams, 7 to 10 days
Fresh Regular Hams for Smoking, 16 to 20 days
Sausage Meats in 24 to 48 hours
Fancy Corned Beef in a few days

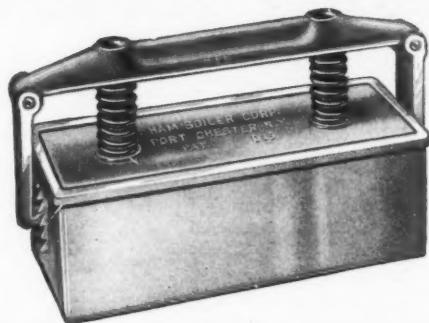
**Your Pumping Methods
Can Be Improved! Try
BIG BOY ELECTRIC
PICKLE**



Has 1 control or measuring device and is equipped with needles and hoses for vein pumping also. Replace your old hand pump with "BIG BOY."

GRIFFITH LABORATORIES
1415 W. 37th Street, Chicago, Ill.
Canadian Factory and Office:
1 Industrial St., Leaside, Toronto, 12, Ont.

POPULAR!



**Universally Used
Universally
ACCLAIMED!**

The Adelmann Luxury Loaf Container has been a favorite in the industry for many years—because it produces fine quality meat loaves that look and *sell better*, because it is low in cost and high in efficiency.

Equipped with the famous Adelmann yielding springs and self-sealing cover that allow loaves to expand while cooking in their own juice. Product is always solid, wonderfully flavored, appetizing, *sales building!*

Meat loaves produced with Adelmann Luxury Loaf Containers offer real opportunities for profits. Your request will bring full particulars. Write today!



A handy brush for cleaning Luxury Loaf Containers

| | |
|--------------|--------|
| Each | \$.75 |
| Six | 4.25 |
| Twelve | 8.00 |

F.o.b. Port Chester.

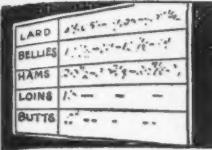
Made by the Makers of
ADELmann HAM BOILERS
"The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

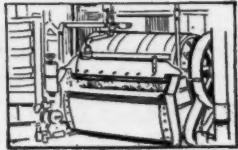
CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 139 Church St., Toronto.



Provisions and Lard

Weekly Market Review



Trade Fairly Active—Market Weaker—Hog Run More Liberal—Hogs Lower—Cash Demand Fair—Sentiment Mixed.

Market for hog products the past week continued an irregular downward course in a fairly active trade as a result of commission house liquidation, and some hedge selling. Declines continued to meet rather limited support, although there was a fair class of speculative absorption of the late lard positions and liberal buying of May lard by packinghouse interests.

The market as a whole, however, was under the influence of a larger hog run, than recently experienced, and anticipation of some accumulation of product. Packers continued to back away from hogs to some extent, and continued to lower pork meat prices modestly. The trade was watching closely the attitude of the hog raiser in marketing on further price declines.

The vote in favor of continuing the hog-corn program failed to have much influence. Weakness in the grain markets had an unsettling influence on lard at times, especially the sharp break in old cash corn premiums.

At mid-week the secretary of agri-

culture announced the Commodity Credit Corporation had approved a loan of 45c bu. on corn and that the RFC had been asked to provide funds. Loans will be made on No. 3 corn, whereas last year the loan was at a rate of 55c a bushel extended to No. 4 corn.

Receipts of hogs at western packing points last week were 289,800 head, against 229,200 head the previous week and 446,000 last year.

Hog Receipts Increase

Daily receipts on some days this week were the best in some months. Receipts of hogs at western packing points during October were said to have been the smallest for a like period since 1878.

Average price of hogs at Chicago at the outset of the week was 9.40c, easing later to 8.95c, compared with 9.90c the previous week, 5.25c a year ago, 4.10c two years ago and 3.25c three years ago.

Top price of hogs at Chicago eased to 9.35c compared with 10.15c at mid-week the previous week.

Average weight of hogs received at Chicago last week was 240 lbs., against 253 lbs. the previous week, 222 lbs. a year ago and 235 lbs. two years ago.

Sentiment continued mixed. In some quarters there was a tendency to stress better business reports and some improvement in employment. Others were of the opinion that the recent lowering of pork loins and other pork meats should have a tendency to bring about some betterment in demand.

Exports Continue Small

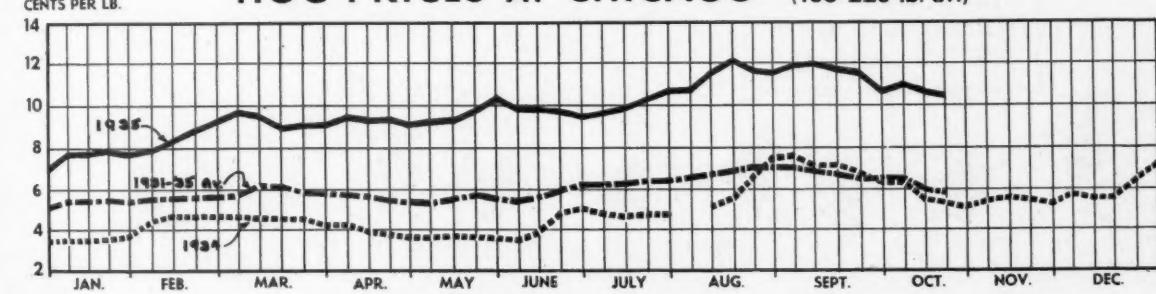
Lard exports during week ended October 19 were 348,000 lbs., against 7,112,000 lbs. last year. Exports from January 1 to October 19 have been 79,825,000 lbs., compared with 390,093,000 lbs. the same time a year ago. Exports of hams and shoulders for the week were 365,000 lbs., against 1,004,000 lbs. last year; bacon, 73,000 lbs., against 220,000 lbs.; pickled pork, 40,000 lbs., against 142,000 lbs.

PORK—Market was steady and demand fair at New York. Mess was quoted at \$38.72½ per barrel; family, \$39.37½ per barrel; fat backs, \$35.37½ @ \$36.37½ per barrel.

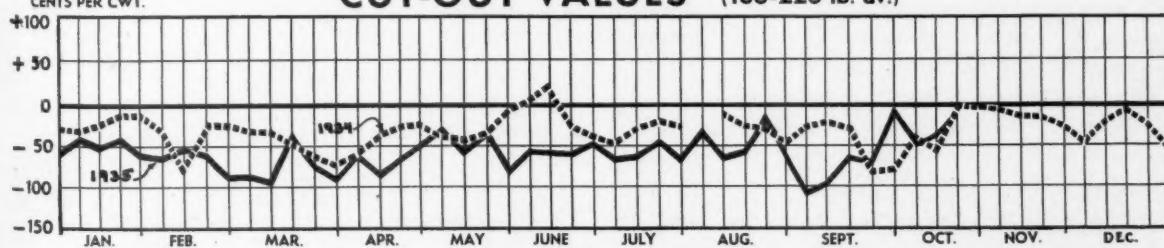
LARD—Demand was fair at New York, but market was easier. Prime western was quoted at 14.45@14.55c; middle western, 14.45@14.55c; New York City tierces, 13¾@14¾c; tubs, 14¾@14¾c;

HOG PRICES AT CHICAGO

(180-220 lb. av.)



CUT-OUT VALUES (180-220 lb. av.)



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show trends of hog prices during the first 10 months of 1935, compared with 1934 and the 5-year average, and hog cut-out values for the same period compared with the first 10 months of 1934.

The general situation of the pork packer has improved somewhat during the past two months, considered solely from the standpoint of hog prices and hog cut-out values. These curves show a declining trend in both hogs and cut-out losses, indicating that pork product values have been comparatively more steady than hog prices.

THERE IS NO SUBSTITUTE FOR GENUINE VEGETABLE PARCHMENT

WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

Leading packers still prefer the Genuine as outside wrappers or carton liners because they know its sure sanitary protection is preferred by the wise buyer. They know that all the original sealed-in flavor and freshness will be preserved to the table. No other material possesses *all* the vital requirements of the perfect meat wrapper. The Genuine more than pays in the sales confidence it builds. Two generations of users have followed it as a guide to quality products.

WEST CARROLLTON PARCHMENT COMPANY WEST CARROLLTON • • • • • OHIO

Our 39th Year Serving the Food Industry



HOW are your sales? Up — where you want them? Okay if they are, but if not, it might pay you to check up on your raw materials—and that of course includes salt.

Now we don't claim that Diamond Crystal Salt is the only clue to mounting sales. But we do say it can be a mighty big factor.

Because Diamond Crystal Salt is always consistently uniform and pure. The exclu-

sive Alberger Process insures these qualities. And makes it a milder salt, too, for greater incorporation and richer flavors.

It's one ingredient you can *always* count on to be the same—year in and year out. Why not let it help *you* maintain the all-important uniformity of your finished products? Diamond Crystal Salt Co., (Inc.), 250 Park Ave., New York, N. Y.



DIAMOND CRYSTAL SALT

UNIFORM IN COLOR...PURITY...DRYNESS...SOLUBILITY...SCREEN ANALYSIS...CHEMICAL ANALYSIS...CHARACTER OF FLAKE

Hog Costs and Product Values Again Out of Line

FACTORS affecting hog cut-out during the current week went into reverse, compared with the same period a week earlier. Whereas last week hog prices dropped faster than pork product values, this week hog prices did not keep pace with product price declines. Last week all averages of hogs cut out very satisfactorily. This week all averages show substantial cutting

losses. During both periods, however, heavier averages cut to the best advantage.

Product values during the first four days of the week averaged from 85c to \$1.25 per cwt. below average values a week earlier. Hogs, on the other hand were reduced only 60c to 65c per cwt. Heaviest hogs cost the least, and product from them declined less in value,

a fact which accounts for the better cut-out showing on these larger animals.

The following test is worked out on the basis of live hog costs and green product values at Chicago for the first four days of the current week, average costs and credits being used. The test is typical of conditions at Chicago only. In other localities local costs and credits should be substituted in the test.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

| | 180-220 lbs. | | | 220-260 lbs. | | | 260-300 lbs. | | |
|--------------------------------|-------------------------|---------------------|-----------------------------|-------------------------|---------------------|-----------------------------|-------------------------|---------------------|-----------------------------|
| | Per cent live wt. | Price per lb. | Value per cwt. alive. | Per cent live wt. | Price per lb. | Value per cwt. alive. | Per cent live wt. | Price per lb. | Value per cwt. alive. |
| Regular hams..... | 13.90 | 18% | \$ 2.55 | 13.70 | 18% | \$ 2.50 | 13.30 | 17% | \$ 2.36 |
| Picnics | 5.50 | 15% | .87 | 5.30 | 15% | .84 | 5.00 | 13% | .69 |
| Boston butts..... | 4.00 | 17½ | .70 | 4.00 | 17½ | .70 | 4.00 | 17½ | .70 |
| Loins (blade in)..... | 9.70 | 18¼ | 1.77 | 9.30 | 17¾ | 1.65 | 8.80 | 17½ | 1.54 |
| Bellies, S. P..... | 11.00 | 19% | 2.17 | 8.70 | 19% | 1.70 | 3.50 | 19% | .67 |
| Bellies, D. S..... | ..... | ..... | ..... | 3.00 | 18% | .57 | 9.00 | 18% | 1.68 |
| Fat backs..... | 1.00 | 15.0 | .15 | 3.00 | 16% | .49 | 5.00 | 17% | .87 |
| Plates and jowls..... | 2.50 | 14½ | .36 | 2.50 | 14½ | .36 | 3.30 | 14½ | .48 |
| Raw leaf..... | 2.00 | 18.0 | .26 | 2.10 | 18.0 | .27 | 2.20 | 18.0 | .29 |
| P. S. lard, rend. wt..... | 11.90 | 13% | 1.65 | 11.60 | 13% | 1.61 | 11.20 | 13% | 1.55 |
| Spareribs..... | 1.50 | 14½ | .22 | 1.50 | 14½ | .22 | 1.50 | 14½ | .22 |
| Trimmings..... | 3.00 | 13.0 | .39 | 2.80 | 13.0 | .36 | 2.70 | 13.0 | .35 |
| Feet, tails, neckbones..... | 2.00 | ..... | .14 | 2.00 | ..... | .14 | 2.00 | ..... | .14 |
| Offal and misc..... | ..... | ..... | .47 | ..... | ..... | .47 | ..... | ..... | .47 |
| TOTAL YIELD AND VALUE..... | 68.00 | | \$11.70 | 69.50 | | \$11.88 | 71.50 | | \$12.01 |
| Cost of hogs per cwt..... | | | \$ 9.49 | | | \$ 9.48 | | | \$ 9.35 |
| Condemnation loss..... | | | .05 | | | .05 | | | .05 |
| Handling and overhead..... | | | .65 | | | .58 | | | .55 |
| Processing tax..... | | | 2.25 | | | 2.25 | | | 2.25 |
| TOTAL COST PER CWT. ALIVE..... | | | \$12.44 | | | \$12.36 | | | \$12.20 |
| TOTAL VALUE..... | | | \$11.70 | | | \$11.88 | | | \$12.01 |
| Loss per cwt..... | | | \$.74 | | | \$.58 | | | \$.19 |
| Loss per hog..... | | | \$ 1.48 | | | \$ 1.39 | | | \$.53 |

refined Continent, 14%@14½c; South America, 14%@15½c; Brazil kegs, 15%@15½c; compound, car lots, 12½c; smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 27½c over October, loose lard at 2½c over Oct. and leaf lard at 2½c over October.

(See page 34 for later markets.)

BEEF—Demand was fair and market firm at New York. Mess was nominal; packer, nominal; family, \$23.50@24.50 per barrel; extra India mess, nominal.

LARD AND GREASE EXPORTS

Exports of lard from New York City, Oct. 1, 1935, to Oct. 30, 1935, totaled 1,200,095 lbs.; tallow, 33,200 lbs.; stearine, 180,000 lbs.

MEAT EXPORTS AND IMPORTS

Foreign trade in September, 1935:

| | Quantity. lbs. | Value. |
|-------------------------------------|-------------------|-------------|
| EXPORTS. | | |
| Pork carcasses, fr. or frozen | 600 | \$70 |
| Lungs and other pork, fr. or frozen | 176,693 | \$39,494 |
| Hams and shoulders, cured | 3,151,269 | 696,714 |
| Bacon | 334,264 | 60,059 |
| Cumberland and Wiltshires | 45,251 | 9,363 |
| Other pork, pickled or saited | 510,429 | 76,113 |
| Sausage, not canned | 98,438 | 23,647 |
| Beef and veal, fr. or frozen | 371,770 | 87,506 |
| Beef and veal, pickled or cured | 738,007 | 73,491 |
| Mutton and lamb | 41,912 | 7,410 |
| Kidneys | 457,003 | 51,455 |
| Livers | 135,997 | 15,239 |
| Tongues | 293,432 | 45,145 |
| Sausage ingredients | 132,580 | 14,864 |
| Canned meats | 827,633 | 258,588 |
| Fats and oil | 3,884,299 | 532,066 |
| Poultry and game | 108,383 | 26,647 |
| Total | 11,337,580 | \$2,005,929 |

In addition, there were shipped to insular possessions a total of 2,611,218 lbs. of the various meats and meat products listed above, 1,186,132 lbs. of lard and 1,013,939 lbs. of other cooking fats.

IMPORTS.

| | |
|---------------------------------|-------------|
| Fresh, chilled or frozen: | |
| Beef | 530,323 |
| Pork | 524,639 |
| Other meats | 50,105 |
| Canned meats | 7,763,467 |
| Beef and veal, cured | 17,311 |
| Hams, shoulders, bacon | 450,387 |
| Pork, pickled, saited and other | 187,429 |
| Gelatine, edible | 187,537 |
| Beef and mutton tallow | 14,236,265 |
| Total | 23,897,413 |
| | \$1,776,356 |

CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended Oct. 26, 1935, were as follows:

| | Week Oct. 26. | Previous week. | Same week, '34. |
|-------------------|------------------|-------------------|--------------------|
| Cured Meats, lbs. | 15,804,000 | 16,742,000 | 15,813,000 |
| Fresh Meats, lbs. | 45,731,000 | 49,162,000 | 74,948,000 |
| Lard, lbs. | 2,562,000 | 1,815,000 | 7,196,000 |

C. D. Plates and C. D. Cut-More Knives for Superior Service



The O. K. Knife with changeable Double Edged blades, for twenty years a standard equipment with all the large packers and most of the leading sausagemakers in the country now have proved their superiority. The New C. D. Cut-more changeable blades fit in all O. K. Holders. The C. D. Cut-more solid knives are guaranteed to outlast any other make or style of knives.



Send for price and circular regarding
the O. K. and C. D. CUT-MORE BLADES and C. D. ANGLE-HOLE REVERSIBLE PLATES.
The Specialty Mfrs. Sales Co., 2021 Grace St., Chicago, Ill.

GUARANTEED QUALITY



in PEACOCK BRAND PACKINGHOUSE SPECIALTIES

ALL STANGE

Products are produced under full laboratory control, checked and re-

checked to insure uniformity, full quality and results!

This is one of the reasons why STANGE Products have had such exceptional success. They're made from better ingredients: They help make better sausage and specialties. They insure better sales, higher profits. Write for samples today!

List of products

Dry Essence of Natural

Premier Curing Salt

Spices—Individual or
blended

Baysteen

Peacock Brand Certified
Casing Colors

Sani Close

Meat Branding Inks—

Violet and Brown

WM. J. STANGE COMPANY

2536-40 Monroe St., Chicago, Ill.

WESTERN BRANCH: 923 E. 3rd St., Los Angeles, Calif.

Let's HAVE A SHOWDOWN!

We believe that our Stockinettes will stand any test you can give them as to performance, quality and method of manufacture. We are convinced that we can save money for you in the original cost of your stockinettes. We are also positive that our service can't be beat.

Be fair—give us a chance to show you what we can do for you, tell you why we think you should buy your stockinettes from us. *Let's have a showdown! Write!*

fred C. Lahm

State 1637

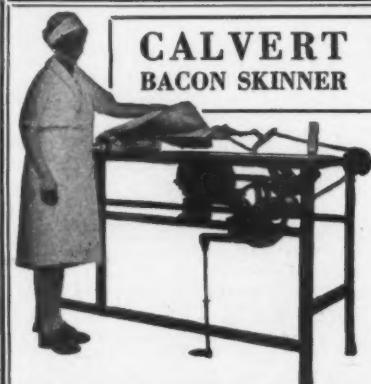
222 West Adams St., Chicago, Ill.

Selling Agent

THE ADLER COMPANY CINCINNATI

The World's Largest Knitters of Stockinette Fabrics

CALVERT BACON SKINNER



HERE'S PROOF OF SAVINGS MADE!

The figures at the right are the result of actual tests made in a representative small plant. One girl with a CALVERT Bacon Skinner worked in competition with five good butchers. In four days, she more than equalled the entire weekly production of the five men, besides producing a far superior product, with less waste fat. If you slice 500 lbs. of bacon per week you need this machine to cut costs. Write!

| DATA | |
|--|----------|
| Salaries of 5 butchers (\$30 each) | \$150.00 |
| Salary of girl (Four days) .. | \$12.00 |
| Interest and de- preciation on machine | .50 |
| | 12.50 |
| WEEKLY SAVING... \$127.50 | |
| Savings alone pay for machine in less than three weeks! | |

1606-08 Thames St.
Baltimore, Md.

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Oct. 26, 1935:

POKE.

| | Week ended | Week ended | Nov. 1, |
|----------------|------------|------------|---------|
| | Oct. 28, | Oct. 27, | 1934 to |
| | 1935, | 1934, | 1935, |
| | bbls. | bbls. | bbls. |
| Total | 25 | 25 | 1,865 |
| United Kingdom | 25 | 25 | 1,064 |
| Continent | 25 | ... .. | 541 |
| West Indies | ... .. | ... .. | 260 |

BACON AND HAMS.

| | M lbs. | M lbs. | M lbs. |
|-----------------------|--------|--------|---------|
| Total | 847 | 1,019 | 104,115 |
| United Kingdom | 818 | 732 | 103,167 |
| Continent | 64 | 64 | 55 |
| Sth. and Ctl. America | 25 | ... .. | 00 |
| West Indies | ... .. | ... .. | 00 |
| B. N. A. Colonies | 3 | 1 | 1 |
| Other countries | 4 | 220 | 184 |

LARD.

| | M lbs. | M lbs. | M lbs. |
|-----------------------|--------|--------|--------|
| Total | 593 | 3,642 | 96,329 |
| United Kingdom | 582 | 3,536 | 88,605 |
| Continent | 180 | 90 | 4,013 |
| Sth. and Ctl. America | 31 | ... .. | 1,358 |
| West Indies | ... .. | 7 | 2,324 |
| B. N. A. Colonies | ... .. | ... .. | 1,331 |
| Other countries | ... .. | ... .. | 6 |

TOTAL EXPORTS BY PORTS.

| From | Pork, Hams, Lard, Bacon and | M lbs. | M lbs. | M lbs. |
|--------------|-----------------------------|--------|--------|--------|
| New York | 25 | 487 | 490 | |
| Boston | | 5 | 6 | |
| Philadelphia | | 25 | 31 | |
| New Orleans | | 25 | 31 | |
| Montreal | | 330 | 60 | |

| | 1934 to 1933 to | De- |
|------------------------|-----------------|---------|
| | 1935 | crease. |
| Pork, M lbs. | 373 | 511 |
| Bacon and hams, M lbs. | 104,115 | 119,044 |
| Lard, M lbs. | 96,329 | 364,536 |
| | | 268,207 |

MEAT IMPORTS AT NEW YORK

For week ended Oct. 26, 1935:

| Point of origin | Commodity | Amount |
|---------------------------------------|--------------|--------|
| Argentine—Edible tallow | 277,557 lbs. | |
| Argentine—Canned corned beef | 171,00 lbs. | |
| Argentine—Corned brisket beef | 432 lbs. | |
| Australia—Oleo stearine | 53,071 lbs. | |
| Brazil—Canned corned beef | 135,000 lbs. | |
| Brazil—Beef tallow | 65,896 lbs. | |
| Canada—Bacon | 2,668 lbs. | |
| Canada—Smoked pork butts | 539 lbs. | |
| Canada—Fresh chilled pork tenderloins | 3,120 lbs. | |
| Canada—Sausage | 767 lbs. | |
| Canada—Fresh chilled beef ribs | 5,421 lbs. | |
| Canada—Fresh chilled pork chops | 23,796 lbs. | |
| Denmark—Liverpaste | 1,500 lbs. | |
| England—Meat paste | 619 lbs. | |
| England—Smoked bacon | 14,083 lbs. | |
| England—Beef extract | 600 lbs. | |
| Irish Free State—Smoked bacon | 7,266 lbs. | |
| Irish Free State—Smoked ham | 140 lbs. | |
| Italy—Smoked sausage | 8,572 lbs. | |
| Norway—Liverpaste | 628 lbs. | |
| Norway—Meat balls | 265 lbs. | |
| Poland—Cooked ham | 41,789 lbs. | |
| Uruguay—Edible tallow | 24,350 lbs. | |
| Uruguay—Oleo stearine | 16,725 lbs. | |
| Uruguay—Canned roast beef | 53,455 lbs. | |
| Uruguay—Canned meat | 21,618 lbs. | |

LARD EXPORTS

Exports of lard, neutral lard and other cooking fats, September, 1935:

| | Lard, | Other cooking fats, | Neutral |
|------------------|-----------|---------------------|---------|
| | lbs. | lbs. | lbs. |
| Belgium | 463,852 | 236 | 11,555 |
| United Kingdom | 463,852 | 236 | 20,361 |
| Irish Free State | 27,148 | 23,875 | 5,038 |
| Mexico | 979,624 | 32,814 | ... |
| Neth. W. Indies | 5,530 | 3,113 | ... |
| Fr. W. Indies | 1,500 | 360 | ... |
| Haiti | 4,905 | 68 | ... |
| Venezuela | 3,240 | 4,397 | ... |
| Other | 28,977 | 38,137 | ... |
| Total | 1,514,856 | 102,800 | 37,854 |
| Value | \$298,473 | \$13,334 | \$5,782 |

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, OCTOBER 26, 1935.

LARD—

| Open. | High. | Low. | CLOSE. |
|--------------------|-----------|-----------|--------------|
| Oct. ... 14.10 | ... | ... | 14.10 |
| Dec. ... 12.67 1/2 | 12.72 1/4 | 12.07 1/4 | 12.72 1/4 ax |
| Jan. ... 12.50 | 12.50 | 12.35 | 12.35 |
| May ... 12.00 | 12.07 1/2 | 12.00 | 12.05 |

CLEAR BELLIES—

No future quotations.

MONDAY, OCTOBER 28, 1935.

LARD—

| Oct. | 14.20 | 14.20 | 14.10 | 14.10b |
|--------------------|-----------|-----------|-------------|-------------|
| Dec. ... 12.72 1/2 | 12.72 1/2 | 12.60 | 12.60 | 12.60 |
| Jan. ... 12.37 1/2 | 12.37 1/2 | 12.30 | 12.30ax | 12.30ax |
| May ... 12.10 | 12.10 | 12.02 1/2 | 12.02 1/2 b | 12.02 1/2 b |

CLEAR BELLIES—

No future quotations.

WEDNESDAY, OCTOBER 30, 1935.

LARD—

| Oct. | 14.15 | 14.15 | 14.00 | 14.00ax |
|----------------|-------|-----------|-----------|--------------|
| Dec. ... 12.50 | 12.50 | 12.42 1/2 | 12.50 | 12.42 1/2 |
| Jan. ... 12.25 | 12.25 | 12.12 1/2 | 12.12 1/2 | 12.12 1/2 ax |
| May ... 12.00 | 12.00 | 11.85 | 11.85 | 11.85 |

CLEAR BELLIES—

No future quotations.

THURSDAY, OCTOBER 31, 1935.

LARD—

| Oct. | 14.00 | 14.50 | 14.00 | 14.50 |
|--------------------|-------|-----------|---------------|---------------|
| Dec. ... 12.30-20 | 12.30 | 12.10 | 12.17 1/2 b | 12.17 1/2 b |
| Jan. ... 11.87 1/2 | 11.95 | 11.80 | 11.87 1/2 -85 | 11.87 1/2 -85 |
| May ... 11.72 1/2 | 11.75 | 11.62 1/2 | 11.62 1/2 ax | 11.62 1/2 ax |

CLEAR BELLIES—

No future quotations.

FRIDAY, NOVEMBER 1, 1935.

LARD—

| Oct. | 14.00 | 14.50 | 14.00 | 14.50 |
|--------------------|-------|-----------|---------|---------|
| Dec. ... 12.25 | 12.40 | 12.25 | 12.25 | 12.25 |
| Jan. ... 11.92 1/2 | 12.10 | 11.92 1/2 | 12.08ax | 12.08ax |
| May ... 11.72 1/2 | 11.90 | 11.72 1/2 | 11.80b | 11.80b |

CLEAR BELLIES—

No future quotations.

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, October 31, 1935.

REGULAR HAMS.

| Green. | *S.P. |
|--------|--------|
| 19 1/2 | 22 |
| 19 1/4 | 23 |
| 18 | 22 |
| 17 1/2 | 21 1/2 |

SKINNED HAMS.

| Green. | *S.P. |
|--------|--------|
| 20 | 22 1/2 |
| 20 | 22 1/2 |
| 19 1/2 | 21 1/2 |
| 19 1/4 | 21 1/4 |

BELLIES.

| Green. | *D.C. |
|--------|--------|
| 21 1/2 | 23 1/2 |
| 20 1/2 | 22 1/2 |
| 20 | 22 |
| 19 1/2 | 21 1/2 |
| 19 | 21 |
| 18 1/2 | 21 1/2 |

*Quotations represent No. 1 new cure.

D. S. BELLIES.

| Clear. | Rib. |
|--------|------|
| 19 | ... |
| 18 | ... |
| 17 | ... |
| 16 | ... |
| 15 | ... |

OTHER D. S. MEATS.

| Extra Short Clears. | 17 1/4 n |
|---------------------|--------------|
| Extra Short Ribs. | 17 1/4 n |
| Regular Plates. | 15 1/2 |
| Clear Plates. | 15 |
| Jowl Butts. | 15 1/2 @ 15% |
| Green Square Jowls. | 18 |
| Green Rough Jowls. | 16 |

LARD.

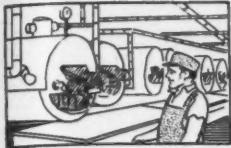
| Prime Steam, cash. | 14.10m |
|-------------------------------|--------------|
| Prime Steam, loose. | 13.87 1/2 ax |
| Refined, boxed, N. Y.—Export. | unquoted |
| Neutral, in tierces. | 14.75m |
| Raw Leaf. | 18.00ax |

CANNED MEAT EXPORTS

Canned meat exports in September, 1935:

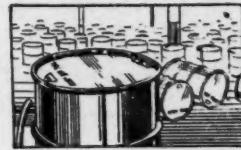
Quantity.

| Ibs. | Value. |
|------------------------|----------|
| 116,232 | \$36,593 |
| 441,262 | 156,411 |
| 125,470 | 28,700 |
| 144,600 | 36,788 |
| Total | \$27,633 |
| To insular possession. | 179,308 |



Tallow and Greases

Weekly Market Review



TALLOW—A moderate volume of trade and a steady market featured tallow at New York the past week. Scattered lots of extra sold at 7½c f.o.b., unchanged from previous week. At mid-week further supplies were offered at 7½c f.o.b., with no takers. Indications were that demand had been satisfied for the time being, and producers appeared to be in a satisfactory sold-up position.

Little or nothing was done in South American tallow at New York the past week. Prices were slightly easier, and the market on No. 1 was quoted at 6.80c to 6.85c c.i.f., compared with 7.10c the previous week.

Tallow futures on the New York Produce Exchange were quiet and easier during the week, prices showing losses of 10 to 25 points.

At New York, special was quoted at 7½c; extra, 7½c f.o.b.; edible, 9¾c f.o.b.

At Chicago, a quiet trade in tallow was reported, but the market displayed a firm tone due to the closely sold-up position. Large buyers were attempting to shade prices, but offerings were light and held at the full market. At Chicago, edible was quoted at 9½c; fancy, 7¾c; prime packer, 7½c; special, 7¾c; No. 1, 6¾c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, October shipment, was quoted at 32s 3d, a decline of 1s 9d for week. Australian good mixed at Liverpool, October shipment, was quoted at 32s 9d, a decline of 6d for week.

STEARINE—Market at New York was quiet but steady. Last business in oleo was at 11½c. At Chicago, conditions were rather quiet, but market maintained a firm tone at 11½c.

OLEO OIL—Moderate demand and a firm tone featured market at New York. Extra was quoted at 13¾c; prime, 13¾c; lower grades, 12¾c.

At Chicago, demand was good and market firm. Extra was quoted at 13¾c, a gain of ½c for week.

(See page 34 for later markets.)

LARD—A routine trade and a steady market was reported at New York. No. 1 was quoted at 10½c; No. 2, 10c; extra, 12½c; extra No. 1, 10½c; prime, 19½c; winter strained, 12½c.

NEATSFOOT OIL—Trade was routine at New York and market very steady. Cold pressed was quoted at 16½c; extra, 10½c; No. 1, 10½c; pure, 13¾c.

GREASES—Last business in yellow and house grease at New York was

reported at 6¾c, about ¼c better than previous week. Unconfirmed reports circulated of business having passed at 6¾c. Offerings were moderate and strongly held at 7c, but it was quite apparent that for the time being soapers were not inclined to follow the advance.

Tallow showed a disposition to hesitate, and consumers were inclined to await developments. The feature in greases appeared to be that no great supply was pressing on the market.

At New York, yellow and house were quoted at 7c asked; A white, 7@7½c; B white, 7@7½c; choice white 8½@8¾c f.o.b.

At Chicago, greases displayed a very firm undertone. Inquiry was fairly active, and the market was reported in a closely sold-up position. Larger consumers were displaying interest only at slight concessions under quoted levels. At Chicago, brown was quoted at 5¾c; yellow, 6¾c; choice white, all hog, at 8¾c.

BY-PRODUCTS MARKETS

Chicago, Oct. 31, 1935.

Blood.

Market for unground quoted \$3.25, Chicago.

| | Unit |
|----------|--------|
| Ground | \$3.25 |
| Unground | 3.25 |

Digestor Feed Tankage Materials.

Market easier at \$3.10 & 10c for 10/12.

| | |
|-----------------------------|-------------------|
| Unground, 10 to 12% ammonia | \$2.85@3.10 & 10c |
| Unground, 8 to 12% | 2.75@3.00 & 10c |
| Liquid stock | @2.25 |

Packinghouse Feeds.

Prices unchanged.

| | |
|---|---------|
| Digestor tankage meat meal 60% | \$45.00 |
| Meat and bone scraps, 50% | @50.00 |
| Steam bone meal, 65%, special feeding per ton | @2.50 |
| Raw bone meal for feeding | @32.50 |

Dry Rendered Tankage.

Market quiet. Buyers' ideas lower.

| | |
|---|------------|
| Hard pressed and exp. unground per unit protein | .82½@ .87½ |
| Soft, unrd. pork, ac. grease & quality, ton | @7.00 |
| Soft prsd. beef, ac. grease & quality, ton | @6.00 |

Fertilizer Materials.

Producers asking \$2.75@2.85 Chicago, with buyers' ideas about 10c lower.

| | |
|--|-------------------|
| High grd. tankage, ground, 10@12% am. | \$2.75@2.85 & 10c |
| Bone tankage, ungrd., low gd., per ton | @10.00 |
| Hoof meal | 8.60@ 2.75 |

Horns, Bones and Hoofs.

Prices largely nominal; trading slow and market not clearly established.

| | |
|---------------------------|---------------|
| Horns, according to grade | \$50.00@80.00 |
| Mfg. shin bones | 45.00@65.00 |
| Calf hoofs | @30.00 |
| Junk bones | 17.00@18.00 |

(Note— foregoing prices are for mixed cartons of unsorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market featureless; prices nominal.

| | |
|-------------------------|---------------|
| Steam, ground, 3 & 50 | \$17.00@18.00 |
| Steam, unground, 3 & 50 | 18.00@17.00 |

Gelatine and Glue Stocks.

Demand fair for skulls, jaws and knuckles; last sales at \$24.00.

| | |
|-----------------------------------|--------------|
| Calf trimmings | @25.00 |
| Skull, pizzled | 65 19.00 |
| Horn pits | 65 17.00 |
| Cattle jaws, skulls and knuckles | @23.00@24.00 |
| Hide trimmings (new style) | @12.00 |
| Hide trimmings (old style) | 65 15.00 |
| Pig skin scraps and trim, per lb. | 5½@ 5½c |

Animal Hair.

Market largely nominal.

| | |
|-----------------------------------|--------|
| Sunmer coil and field dried | 1½@1¾c |
| Winter coil, dried | 2½@2¾c |
| Processed, black, winter, per lb. | 8½@9c |
| Processed, grey, winter, per lb. | 7½@8c |
| Cattle switches, each | 1¾@2¼c |

*According to count.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, OCTOBER 26, 1935.

| | High. | Low. | Close. |
|------|-------|-----------|-----------|
| Oct. | | | 7.25b |
| Dec. | | 7.35@7.65 | 7.35@7.65 |
| Jan. | | 7.35@7.70 | 7.40@7.70 |
| Mar. | | | 7.40@7.70 |

MONDAY, OCTOBER 28, 1935.

| | | |
|------|-------|-----------|
| Oct. | ..... | 7.25b |
| Dec. | ..... | 7.35@7.65 |
| Jan. | ..... | 7.35@7.70 |
| Mar. | ..... | 7.35@7.70 |

TUESDAY, OCTOBER 29, 1935.

| | | |
|------|-------|-----------|
| Dec. | ..... | 7.35@7.70 |
| Jan. | ..... | 7.35@7.70 |
| Mar. | ..... | 7.35@7.60 |

WEDNESDAY, OCTOBER 30, 1935.

| | | |
|------|-------|-----------|
| Dec. | ..... | 7.20@7.45 |
| Jan. | ..... | 7.20@7.45 |
| Mar. | ..... | 7.20@7.45 |

THURSDAY, OCTOBER 31, 1935.

| | | |
|------|-------|-----------|
| Dec. | ..... | 7.15@7.45 |
| Jan. | ..... | 7.15@7.45 |
| Mar. | ..... | 7.15@7.45 |

| | | |
|------|-------|-----------|
| Dec. | ..... | 7.15b |
| Jan. | ..... | 7.15@7.45 |
| Mar. | ..... | 7.15@7.45 |

No sales. Closing unchanged.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Oct. 29, 1935.

No recent sales of dried blood have been made at New York. Producers are quoting \$3.25 per unit, which is somewhat higher than buyers' views at present. South American is offered at \$3.15 per unit c.i.f. Atlantic Coast ports for Nov.-Dec. shipment from South America.

Ground tankage sold at \$2.90 and 10c f.o.b. New York, which is a slight ad-

vance over last sale. Unground tankage is offered at \$2.60 and 10c f.o.b. New York.

Present prices of nitrate of soda have been extended one month for delivery up to December 31st, inclusive.

Unground dried menhaden fish scrap sold at \$3.00 and 10c f.o.b. fish factories, Va.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: November, 1935, to June 30, 1936, inclusive @ 24.00

Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York... nominal

Blood dried, 16% per unit..... @ 3.25

Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory... 3.00 & 10c

Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L., c.i.f. @ 35.50

Fish scrap, acidulated, 6% ammonia, 8% A.P.A. f.o.b. fish factories 2.25 & 50c

Soda nitrate, per net ton; bulk Nov-Dec @ 23.50

in 200-lb. bags..... @ 24.80

in 100-lb. bags..... @ 25.50

Tankage, ground, 10% ammonia, 15% B. P. L. bulk..... 2.90 & 10c

Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk..... 2.60 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. @ 22.50

Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f. @ 24.00

Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat..... @ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton... @ 14.40

Kainit, 20% bulk, per ton..... @ 11.00

Muriate in bulk, per ton..... @ 22.50

Sulphate in bags, per ton, basis 90%

Dry Rendered Tankage.

50% unground

60% ground

ANIMAL FATS EXPORTS

Exports of animal fats and oils, September, 1935:

| | Quantity. lbs. | Value. |
|---------------------------|-------------------|----------|
| Oleo oil | 617,022 | \$72,226 |
| Oleo stock | 307,544 | 39,311 |
| Oleo stearine | 83,681 | 3,997 |
| Tallow | 400 | 61 |
| Other, inc. ined. tallow | 1,085,197 | 75,580 |
| Oleomargarine | 4,840 | 694 |
| Neutral lard | 37,854 | 5,782 |
| Lard | 1,514,826 | 208,472 |
| Grease stearine | 128,061 | 9,353 |
| Neatsfoot oil | 102,800 | 13,855 |
| Cooking fats, except lard | 102,800 | 13,334 |
| Gelatine | 10,463 | 5,269 |
| Oleic acid | 54,717 | 3,867 |
| Stearic acid | 67,832 | 6,374 |

In addition to the above 1,186,132 lbs. of lard and 1,013,939 lbs. of cooking fats other than lard were shipped to insular possessions, principally Porto Rico.

WIDEN COTTON MEAL DEMAND

Demand for cottonseed products is being steadily widened throughout the South by promotional efforts of cottonseed processors. South Carolina farmers and stockmen are being encouraged to use meal as a feed. Meal is also being utilized as a fertilizer for golf greens and several carloads have been sold for this purpose. It is reported that exceptionally good results have been obtained when meal is used in this manner.

MARGARINE MATERIALS USED

Oleomargarine materials used in manufacture during September, 1935, with comparisons:

| Ingredients of | Sept. 1935. | Sept. 1834. |
|-------------------------|-------------|-------------|
| Uncolored Margarine: | lbs. | lbs. |
| Butter | 2,228 | 2,228 |
| Cocoanut oil | 16,692,150 | 10,237,606 |
| Corn oil | 6,695,288 | 7,351,003 |
| Derivative of glycerine | 899,704 | 85,553 |
| Lecitin | 2,123 | 362 |
| Milk | 6,465,826 | 6,251,604 |
| Neutral lard | 134,153 | 519,292 |
| Oleo oil | 1,214,369 | 2,513,674 |
| Oleo stearine | 240,770 | 370,712 |
| Oleo stock | 166,341 | 223,652 |
| Palm kernel oil | 330,527 | — |
| Peanut oil | 343,452 | 216,713 |
| Salt | 1,640,870 | 1,604,243 |
| Sesame oil | 24,587 | — |
| Soda (benzoate of) | 18,629 | 8,979 |
| Soya bean oil | 188,328 | — |
| Sugar | — | 26,712 |
| Total | 34,247,537 | 29,412,335 |

OIL EXPORTS AND IMPORTS

Foreign trade in vegetable oils and oil bearing seeds, September, 1935:

| | Quantity. lbs. | Value. |
|---|-------------------|----------|
| EXPORTS. | | |
| Cottonseed oil, refined | 320,979 | \$38,550 |
| Cottonseed oil, crude | 7,414 | 882 |
| Corn oil | 8,806 | 1,178 |
| Cocanut oil, inedible | 850,883 | 35,114 |
| Vegetable soap stock | 3,726,867 | 122,010 |
| Soybean oil | 321,499 | 19,684 |
| Other expressed oils and fats, inedible | 246,653 | 15,500 |

In addition to the above, 53,142 lbs. of refined cottonseed oil went to Hawaii, Porto Rico and the Virgin Islands.

IMPORTS.

| | | |
|---------------------------|------------|-----------|
| Vegetable oils and seeds: | | |
| Copra (free) | 39,069,771 | \$229,746 |
| Sesame seed | 391,512 | 17,080 |
| Peanut oil | 3,451,418 | 195,475 |
| Palm kernel oil | 5,000 | 113 |
| Sunflowerseed oil | 2,256,907 | 147,426 |
| Cottonseed oil | 9,837,224 | 594,475 |

Inedible vegetable oils:

| | | |
|--------------------------|------------|-----------|
| Cocanut oil from Philip- | | |
| pines | 25,964,921 | 1,013,887 |
| Palm oil | 28,274,344 | 784,304 |
| Soybean oil | 1,001,882 | 37,592 |

FOREIGN OIL COMPETITION

Recent heavy importations of cocoanut and other vegetable oils constitute a menace to cottonseed markets, according to a statement by Hal G. Yakey, president, Texas Cotton Ginners' Association, favoring tariff restrictions on such imports. Declaring the cottonseed market faced a collapse like that of 1932 unless importations were adjusted, Yakey related that cottonseed oil production has been voluntarily cut 35 per cent and further reduced through insect damage. However, importation of cocoanut oil has decreased only 19 per cent, and continues to take the market for American fats and oils.

COTTON OIL TRADING

COTTONSEED OIL — Offerings of store oil were moderate, but demand was quiet at New York and prices were easier with futures. Crude oil was quoted at 8%@9¢ across the Belt.

Market transaction at New York:

Friday, October 25, 1935.

| Spot | Range | Closing | | | |
|--------|-------|---------|------|--------|--------|
| Sales. | High. | Low. | Bid. | Asked. | |
| Oct. | 14 | 1056 | 1042 | 1056 | a trad |
| Nov. | — | — | — | 1025 | a 1040 |
| Dec. | 18 | 1027 | 1020 | 1028 | a 1030 |
| Jan. | 11 | 1028 | 1020 | 1028 | a 1031 |
| Feb. | — | — | — | 1030 | a 1045 |
| Mar. | 42 | 1035 | 1026 | 1032 | a 33tr |
| Apr. | — | — | — | 1030 | a 1045 |
| May | 28 | 1040 | 1032 | 1038 | a 1040 |

Saturday, October 26, 1935.

| Spot | Range | Closing | | | |
|--------|-------|---------|------|--------|--------|
| Sales. | High. | Low. | Bid. | Asked. | |
| Oct. | 6 | 1055 | 1055 | 1050 | a 1075 |
| Nov. | — | — | — | 1025 | a 1041 |
| Dec. | 7 | 1030 | 1027 | 1026 | a 1029 |
| Jan. | 3 | 1016 | 1014 | 1014 | a 1035 |
| Feb. | — | — | — | 1015 | a 1035 |
| Mar. | 29 | 1036 | 1020 | 1021 | a trad |
| Apr. | — | — | — | 1020 | a 1035 |
| May | 14 | 1041 | 1039 | 1026 | a 1028 |

Monday, October 28, 1935.

| Spot | Range | Closing | | | |
|--------|-------|---------|------|--------|--------|
| Sales. | High. | Low. | Bid. | Asked. | |
| Oct. | 13 | 1100 | 1075 | 1100 | a trad |
| Nov. | — | — | — | 1010 | a 1035 |
| Dec. | 7 | 1027 | 1015 | 1013 | a 1016 |
| Jan. | 13 | 1018 | 1009 | 1016 | a 1019 |
| Feb. | — | — | — | 1015 | a 1030 |
| Mar. | 26 | 1022 | 1015 | 1022 | a trad |
| Apr. | — | — | — | 1021 | a 1032 |
| May | 42 | 1026 | 1020 | 1026 | a trad |
| June | — | — | — | 1020 | a 1040 |

Tuesday, October 29, 1935.

| Spot | Range | Closing | | | |
|--------|-------|---------|------|--------|--------|
| Sales. | High. | Low. | Bid. | Asked. | |
| Nov. | — | — | — | 1010 | a Bid |
| Dec. | 14 | 1012 | 1009 | 1015 | a 1019 |
| Jan. | 13 | 1018 | 1009 | 1016 | a 1019 |
| Feb. | — | — | — | 1015 | a 1030 |
| Mar. | 26 | 1022 | 1015 | 1022 | a trad |
| Apr. | — | — | — | 1021 | a 1032 |
| May | 42 | 1026 | 1020 | 1026 | a trad |
| June | — | — | — | 1020 | a 1040 |

Wednesday, October 30, 1935.

| Spot | Range | Closing | | | |
|--------|-------|---------|------|--------|--------|
| Sales. | High. | Low. | Bid. | Asked. | |
| Nov. | — | — | — | 1000 | a Bid |
| Dec. | 3 | 1011 | 1010 | 1011 | a 1014 |
| Jan. | 10 | 1010 | 1009 | 1010 | a 1013 |
| Feb. | — | — | — | 1010 | a 1025 |
| Mar. | 33 | 1018 | 1014 | 1016 | a 17tr |
| Apr. | 1 | 1025 | 1025 | 1015 | a 1030 |
| May | 58 | 1025 | 1017 | 1019 | a trad |
| June | — | — | — | 1020 | a 1035 |

Thursday, October 31, 1935.

| Dec. | 1017 | 1010 | 1015 | a 1018 | |
|------|------|------|------|--------|--------|
| Jan. | — | 1018 | 1007 | 1014 | a 1017 |
| Mar. | — | 1023 | 1012 | 1017 | a 1020 |
| May | — | 1027 | 1013 | 1021 | a 1023 |

(See page 34 for later markets.)

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Oct. 30, 1935.—Refined cottonseed oil, 28s 6d; Egyptian crude cottonseed oil, 26s.

NG
offerings of
demand
prices were
the oil was
Belt.
New York:

5.
—Closing—
Std. Asked.
... a ...
056 a trad
025 a 1040
028 a 1030
028 a 1031
030 a 1045
032 a 33tr
030 a 1045
038 a 1040

1935.

... a ...
050 a 1075
025 a 1041
026 a 1029
025 a 1030
025 a 1040
035 a trad
030 a 1045
039 a 1041

1935.

... a ...
100 a trad
010 a 1035
013 a 1016
014 a trad
015 a 1035
021 a trad
020 a 1035
026 a 1028

1935.

... a ...
1010 a Bid
1015 a 1019
1016 a 1019
1015 a 1030
1022 a trad
1021 a 1032
1026 a trad
1020 a 1040

3. 1935.

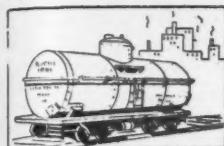
... a ...
1000 a Bid
1011 a 1013
1010 a 1013
1010 a 1025
1016 a 17tr
1015 a 1030
1019 a trad
1020 a 1035

1935.

1015 a 1018
1014 a 1017
1017 a 1020
1021 a 1023
arcts.)

ETS
Provisioner.)
35.—Refined
Egyptian crude

Provisioner



Vegetable Oils

Weekly Market Review



**Trade Active—Market Easier—Lard
Heaviness a Factor—Cash Trade
Fairly Good — Crude Rather
Steady—Professionals Bearish.**

The cottonseed oil futures market experienced a good volume of trade the past week but operations continued mixed. Ring crowd was against the market, and allied and outside markets were easier. Oil prices lost about $\frac{1}{4}$ c lb. for the week. There was scattered liquidation, and some increase in hedge selling, but at no time was there any concentrated pressure on the market.

Commission house trade was on both sides. Some were selling nearbys and replacing with later deliveries. Others were selling on bulges and buying on setbacks. Professional element was influenced by the lower trend in lard and expectations that October oil consumption would not show up as large as the same month last year.

Locals showed a disposition to run quickly when the outside markets stiffened. The larger than recently experienced hog run created fears of increased competition between lard and compound, while the fact that the hog run continues considerably under a year ago failed to attract more than passing attention at the moment.

Crude Markets Steady

Cash lard trade was reported satisfactory, but some were under the impression that accumulations of lard are taking place and were inclined to await developments. At the same time, there was a tendency to processing tax developments in the Supreme Court.

During the week there was evidence of scale-down speculative absorption of the distant positions. This buying apparently was predicated upon the belief that there will be a fair average seasonal consumption and that there will be a further reduction in the carryover at the end of the present season. As a result there was a tendency in these quarters to look for the market to tighten again as the season progresses.

Crude markets were very steady. There were sales at 9c across the Belt, a decline of $\frac{1}{4}$ c compared to previous week. However, there was no undue pressure of crude at any time. Towards mid-week the market was quoted at 8% @9c; but it was strongly intimated that only small quantities were available at the 9c level and nothing below that figure.

The Department of Agriculture placed the cotton seed outturn, based on the October 1 estimate, at about

5,090,000 tons, compared with 4,820,000 tons in 1934. The five-year average 1928-32 outturn was 6,520,000 tons.

Oil Supply and Consumption

Cotton seed crushing for the past 10 years has averaged about 77.3 per cent of seed production. Taking this average, some 3,935,000 tons should be available this year for crushing. Such a quantity of seed, using the averages of 310 lbs. of crude per ton of seed and 9 per cent refining loss, should produce about 2,775,000 bbls. of refined oil. The latter would compare with 2,429,000 bbls. produced last season. Average domestic production for the past 10 years, has been 3,381,700 bbls.

Total consumption of cotton oil last season was approximately 3,400,000 bbls., including imports of foreign oils. Carryover at end of last season was 1,243,000 bbls. Should the outturn this season prove about as indicated—2,775,000 bbls.—there would be available supplies for the season of 4,018,000 bbls. A consumption as large as last season, would reduce carryover at end of this season to around 600,000 bbls., provided the trade does not experience heavy imports again this season.

COCOANUT OIL — Demand was quieter at New York the past week. Although sellers were holding for 4% c, there was a feeling in the trade that that price could have been shaded on bids. Reports had it that dealers offerings were slightly larger at the 4% c level.

CORN OIL — A few tanks were reported sold in the Mid-West equal to

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., October 31, 1935.

Favorable weather for cotton and cheaper hogs have contributed to slightly lower prices all around. Futures down about $\frac{1}{4}$ c lb. for week. Crude off $\frac{1}{4}$ @ $\frac{1}{4}$ c lb., barely steady at 8% c lb. bid f.o.b. mills, with a few sales yesterday. Owing to high seed prices and cheap meal, mills are reluctant sellers of oil on declines and limited sellers on advances.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., October 31, 1935.—Crude cottonseed oil, 8%; cottonseed meal \$21.00 f.o.b. Memphis, prompt shipment.

9% c, but demand at New York was not very broad.

SOYA BEAN OIL — Consumer interest was limited again this week, and market was steady. New crop oil at New York was quoted around 8c.

PALM OIL — Market was rather quiet at New York but quotably unchanged. Spot Nigre was held at 5c; shipment Nigre, 4.85c; soft oils, 4% c; Sumatra, nearby, 5c; next year, 4% c.

PALM KERNEL OIL — Market was dull at New York but steady. German oil was quoted at 4.65c for shipment.

OLIVE OIL FOOTS — Market was steady and unchanged at New York, with spot quoted at 10% c; shipment, 9% @9% c. Demand was small.

RUBBERSEED OIL — Market nominal.

SESAME OIL — Market nominal.

PEANUT OIL — Market was quiet and easier and quoted at 9% c off 4c.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., October 30, 1935.

Cottonseed meal was again active, featured by heavy liquidation of November at \$20.60 and switching of that month in quantity to March at 60c. December in a small way was also switched to March at 50c, latter month selling at \$21.25 with \$21.50 generally asked. May sold from \$21.45 to \$21.50 but was unsaleable at latter price at close. Cash situation is reported as slow with consuming interest remaining unchanged. Close was steady 20c higher to 25c lower.

Cottonseed oil was active and lower. On covering December sold from 9.80 to 9.75, January at 9.75 and March at 9.82. Volume was much better than for some time with closing prices 5 to 10 points lower.

SEPT. MARGARINE PRODUCTION

Margarine produced during September, 1935, with comparisons showing an increase of 18.6 per cent over September, 1934, is reported as follows by margarine manufacturers:

| | Sept., 1935 | Sept., 1934 |
|---|-------------|-------------|
| Production of uncolored mar- | 31,092,571 | 26,568,203 |
| garine | 162,620 | 273,739 |
| Total production | 31,855,191 | 26,841,942 |
| Uncolored margarine with- drawn taxpaid | 31,126,581 | 26,614,150 |
| Colored margarine withdrawn taxpaid | 33,018 | 62,801 |

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products rallied somewhat during latter part of week under short covering and broader outside buying, with lighter hog receipts and better tone in hogs after top hogs dropped to \$9.35. Cash trade moderate.

Cottonseed Oil

Cottonoil was quiet and firmer following better lard market. There were light offerings and trade was mixed. Crude, Southeast and Valley 8%@9c; Texas, 8%@9c.

Quotations on bleachable cottonseed oil Friday noon were: Nov., \$11.00b; Dec., \$10.22@10.26; Jan., \$10.20@10.26; Mar., \$10.29; May, \$10.33@10.35.

Tallow

Tallow, extra, 7%c lb. f.o.b.

Stearine

Stearine, 11%c.

Friday's Lard Markets

New York, November 1, 1935.—Prices are for export; no tax: Lard, prime western, \$14.50@14.60; middle western, \$14.50@14.60 (including tax); city, 13.78c; refined Continent, 14%@14%c; South American, 14%@14%c; Brazil kegs, 14%@15c (including tax); compound, 12%c in carlots.

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of October 31, 1935, as follows:

| | Oct. 31, 1935. | Sept. 30, 1935. | Oct. 31, 1934. |
|----------------------------------|-------------------|--------------------|-------------------|
| Barreled pork, lbs. | 6,695 | 9,139 | 12,955 |
| P. S. Lard, lbs. | 9,106,800 | 11,804,744 | 67,056,853 |
| Other kinds of lard, | | | |
| lbs. | 4,472,862 | 4,353,682 | 4,479,857 |
| D. S. Cl. Bellies ¹ . | 1,654,667 | ..... | 3,392,540 |
| D. S. Cl. Bellies ² . | 278,821 | 3,601,513 | 2,850,988 |
| D. S. Rib Bellies ¹ . | 44,174 | ..... | 648,100 |
| D. S. Rib Bellies ² . | 260,731 | 788,782 | 380,800 |
| Ex. Sh. Cl. Sides ¹ . | 1,700 | ..... | 5,200 |
| Ex. Sh. Cl. Sides ² . | 2,700 | 1,700 | ..... |
| D. S. Sh. fat | | | |
| backs, lbs. | 1,056,876 | 1,061,317 | 1,222,847 |
| D.S. Shoulders, lbs. | 389 | 23,539 | 63,006 |
| S. P. Hams, lbs. | 6,035,966 | 6,144,762 | 16,061,446 |
| S. P. Sknd. Hams, | | | |
| Hams, lbs. | 10,693,376 | 11,490,200 | 25,128,632 |
| S. P. Bellies, lbs. | 8,143,400 | 9,082,778 | 16,375,476 |
| S. P. Californias or | | | |
| Picnics, S. P. | | | |
| Boston Shoulders, | | | |
| lbs. | 2,372,865 | 2,613,269 | 10,132,057 |
| S. P. shoulders, lbs. | 37,000 | 33,000 | 59,140 |
| Other cut meats, lbs. | 3,455,899 | 4,248,088 | 5,739,581 |
| Total cut meats, lbs. | 34,055,073 | 39,098,948 | 82,061,525 |

¹Made since Oct. 1, 1935.

²Made previous to Oct. 1, 1935.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through ports of New York during week ended November 1, totaled 25 bbls. of pork, 51,500 lbs. of bacon and 268,100 lbs. of lard.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, October 31, 1935.

General provision market quiet at decline; very poor demand for hams and lard.

Friday's prices were: Hams, American cut, 95s; hams, long cut, unquoted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumblands, unquoted; Canadian Wiltshires, 79s; Canadian Cumblands, 74s; spot lard, 79s.

LIVERPOOL PROVISION STOCKS

On hand Nov. 1, 1935, estimated by Liverpool Trade Association:

| | Nov. 1, 1935. | Oct. 1, 1935. | Nov. 1, 1934. |
|---------------------------|------------------|------------------|------------------|
| Bacon, lbs. | 75,376 | 5,264 | 26,320 |
| Hams, lbs. | 830,816 | 904,400 | 1,499,232 |
| Shoulders, lbs. .... | ..... | 1,904 | 2,912 |
| Butter, cwt. | 5,836 | 6,455 | 6,543 |
| Cheese, cwt. | 19,907 | 19,000 | 14,084 |
| Lard, steam trcs. .... | ..... | ..... | 1,819 |
| Lard, refined, tons. | 470 | 1,053 | 4,862 |

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Nov. 1, 1935, show exports from that country were as follows: To the United Kingdom, 88,184 quarters; to the Continent, 1,558 quarters. Exports the week ending Oct. 25 were: To England, 102,908 quarters; Continent, 630 quarters.

PORK IMPORTS CONTINUE

(Special Wire to The National Provisioner.)

New York, Nov. 1, 1935.

Although importation of foreign pork is expected to slacken on account of lower domestic prices, the movement into New York continued in considerable volume this week. Canada sent 3,235 lbs. of bacon; 697 lbs. of sausage; 13,089 lbs. fresh pork tenderloins. About 6,000 lbs. of smoked sausage was received from the Argentine and it is reported that one packer received 91 cases of frozen pork from Brazil.

Frozen hog carcasses from Lithuania, weighing 29,550 lbs. were shipped to Philadelphia at 17%c.

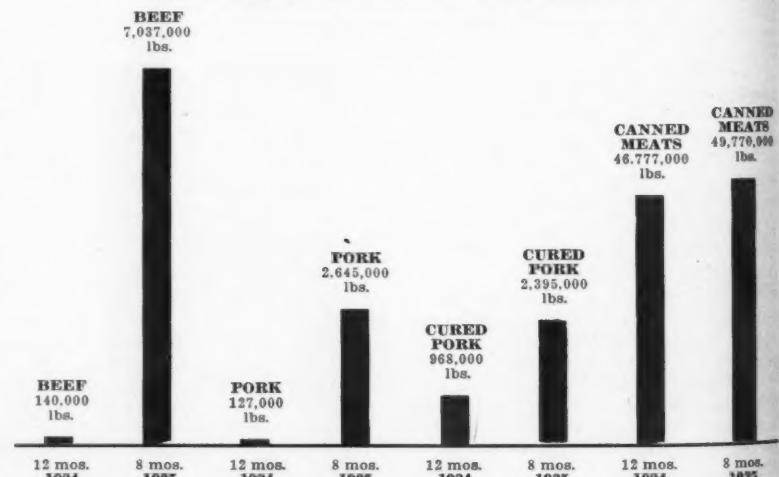
Canned beef imports from South America amounted to 772,000 lbs. and chilled beef carcasses weighing 15,580 lbs. were received from Canada.

POLAND BUILDS PORK TRADE

Poland's pork industry, which has recently been making a serious bid for a place in the American market with canned ham and cured pork, has also been building up its export trade with European countries, supplying them with many products which the United States formerly exported in quantity.

In spite of a considerable reduction in bacon import quota allowed Poland by Great Britain, Polish exports to that country during first 6 months of 1935 came to the equivalent of 361,000 head of live hogs. Exports of salted pork rose from equivalent of 9,300 head to 20,900 head during the first half of 1935, canned ham from 22,100 to 37,300 head, lard from 5,700 to 28,700 head, and exports of smoked and preserved pork increased from 1,400 head to 5,300 head.

MEAT IMPORTS CONTINUE TO INCREASE



A large volume of foreign meat products, far in excess of normal, came into the United States during the first 8 months of 1935. In early months of the year the movement was largely confined to beef, but a good deal of foreign pork is now coming on the domestic market.

CONTINUE

Provisioner.)

ov. 1, 1935.

foreign pork

in account of

the movement

in consider-

Canada sent

cases of sausage;

loins. About

sage was re-

ceived and it is re-

ceived 91 cases

1.

om Lithuania,

were shipped to

from South

2,000 lbs. and

weighing 15,580

anada.

RK TRADE

which has re-
duced their bid for a
market with
pork, has also
reduced trade with
supplying them
the United
in quantity.

able reduction
allowed Poland
exports to that
months of 1935
of 361,000 head
of salted pork
9,300 head to
first half of 1935,
to 37,300 head,
head, and ex-
reserved pork
to 5,300 head.

CANNED
MEATS
TTS
7,000
lbs.

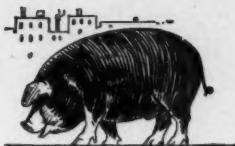
nos. 8 mos.
1935

into the United
movement was
domestic market.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, October 31, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

| | | | | | |
|-----------------------------------|-------------|--------------|--------------|--------------|--------------|
| Lt. lt. (140-180 lbs.) gd-ch.... | 88.75@ 9.20 | \$8.75@ 9.10 | \$8.40@ 8.90 | \$8.35@ 8.65 | \$8.50@ 8.90 |
| Medium | 8.25@ 9.00 | 8.25@ 9.00 | 8.00@ 8.65 | 8.00@ 8.45 | 8.25@ 8.60 |
| Lt. wt. (180-180 lbs.) gd-ch.... | 9.00@ 9.25 | 8.90@ 9.25 | 8.65@ 9.10 | 8.45@ 8.85 | 8.60@ 8.90 |
| Medium | 8.65@ 9.15 | 8.40@ 9.10 | 8.25@ 8.90 | 8.15@ 8.60 | 8.25@ 8.65 |
| (180-200 lbs.) gd-ch.... | 9.15@ 9.30 | 9.00@ 9.35 | 8.90@ 9.20 | 8.60@ 9.00 | 8.65@ 8.90 |
| Medium | 8.85@ 9.20 | 8.50@ 9.15 | 8.25@ 9.10 | 8.25@ 8.85 | 8.35@ 8.65 |
| Med. wt. (200-220 lbs.) gd-ch.... | 9.20@ 9.35 | 9.00@ 9.35 | 9.10@ 9.25 | 8.85@ 9.05 | 8.65@ 8.90 |
| (220-250 lbs.) gd-ch.... | 9.20@ 9.35 | 9.00@ 9.25 | 8.90@ 9.20 | 8.85@ 9.05 | 8.65@ 8.90 |
| Hvy. wt. (250-290 lbs.) gd-ch.... | 9.00@ 9.30 | 8.90@ 9.25 | 8.80@ 8.90 | 8.85@ 9.00 | 8.50@ 8.80 |
| (290-350 lbs.) gd-ch.... | 8.75@ 9.10 | 8.75@ 9.10 | 8.65@ 8.90 | 8.60@ 8.90 | 8.25@ 8.75 |

PACKING SOWS:

| | | | | | |
|----------------------------|------------|------------|------------|------------|------------|
| (275-350 lbs.) good | 8.25@ 8.50 | 8.10@ 8.35 | 7.85@ 8.00 | 8.00@ 8.15 | 7.90@ 8.00 |
| (350-425 lbs.) good | 8.15@ 8.40 | 8.00@ 8.25 | 7.85@ 8.00 | 7.85@ 8.10 | 7.80@ 7.90 |
| (425-550 lbs.) good | 8.00@ 8.25 | 7.85@ 8.15 | 7.75@ 8.00 | 7.60@ 7.90 | 7.75@ 7.90 |
| (275-550 lbs.) medium | 7.75@ 8.25 | 7.35@ 8.15 | 7.65@ 7.85 | 7.00@ 8.00 | 7.75@ 7.90 |

SLAUGHTER PIGS:

| | | | | | |
|--------------------------|------------|------------|-------|------------|------------|
| (100-140 lbs.) gd-ch.... | 8.50@ 9.10 | 8.25@ 8.90 | ..... | 7.75@ 8.50 | 8.50@ 9.00 |
| Medium | 8.00@ 8.75 | 7.75@ 8.75 | ..... | 7.00@ 8.00 | 8.25@ 8.75 |

Av. cost & wt. Wed. (pigs ex.). \$8.12-243 lbs. \$9.19-202 lbs. \$8.66-255 lbs. \$8.81-214 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:

| | | | | | |
|-----------------------------|--------------|-------------|-------------|-------------|-------------|
| (550-900 lbs.) choice | 11.00@ 12.00 | 9.75@ 11.50 | 9.25@ 11.50 | 9.50@ 11.50 | 9.75@ 11.65 |
| Good | 9.00@ 11.50 | 8.00@ 10.75 | 8.50@ 10.75 | 8.00@ 10.75 | 8.50@ 11.00 |
| Medium | 7.25@ 9.00 | 6.75@ 8.50 | 6.25@ 8.75 | 6.50@ 8.50 | 6.35@ 8.65 |
| Common | 5.25@ 7.25 | 5.50@ 6.75 | 4.50@ 6.50 | 5.00@ 6.50 | 4.65@ 6.35 |

STEERS:

| | | | | | |
|------------------------------|--------------|--------------|--------------|--------------|--------------|
| (900-1100 lbs.) choice | 11.50@ 12.75 | 10.75@ 12.00 | 10.75@ 11.75 | 10.75@ 11.75 | 11.00@ 12.00 |
| Good | 9.00@ 12.00 | 8.50@ 11.00 | 8.75@ 11.00 | 8.50@ 10.75 | 8.75@ 11.25 |
| Medium | 7.25@ 9.25 | 6.75@ 8.75 | 6.50@ 8.75 | 6.50@ 8.50 | 6.35@ 8.75 |
| Common | 5.50@ 7.50 | 5.75@ 7.00 | 4.75@ 6.75 | 5.25@ 6.50 | 4.75@ 6.50 |

STEERS:

| | | | | | |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|
| (1100-1300 lbs.) choice | 12.00@ 13.00 | 11.00@ 12.00 | 11.00@ 12.00 | 10.75@ 11.75 | 11.00@ 12.00 |
| Good | 9.25@ 12.25 | 8.75@ 11.00 | 8.75@ 11.00 | 8.50@ 10.75 | 8.75@ 11.25 |
| Medium | 7.50@ 9.50 | 7.00@ 8.75 | 6.75@ 8.75 | 6.50@ 8.50 | 6.50@ 8.75 |

STEERS:

| | | | | | |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|
| (1300-1500 lbs.) choice | 12.25@ 13.25 | 11.00@ 12.00 | 11.00@ 12.00 | 10.75@ 11.75 | 10.75@ 11.75 |
| Good | 9.50@ 12.25 | 8.75@ 11.00 | 8.75@ 11.00 | 8.50@ 10.75 | 8.75@ 11.00 |

HEIFERS:

| | | | | | |
|-----------------------------|--------------|-------------|-------------|-------------|-------------|
| (550-750 lbs.) choice | 10.00@ 11.00 | 9.25@ 10.25 | 9.50@ 10.50 | 8.50@ 10.50 | 9.50@ 10.65 |
| Good | 8.50@ 10.00 | 7.75@ 9.25 | 8.25@ 9.50 | 7.50@ 9.25 | 8.00@ 9.75 |
| Com-med | 4.75@ 8.50 | 4.50@ 7.75 | 4.25@ 8.25 | 4.50@ 7.50 | 4.35@ 8.25 |

HEIFERS:

| | | | | | |
|--------------------------|-------------|-------|-------------|-------------|-------------|
| (750-900 lbs.) gd-ch.... | 8.50@ 11.50 | ..... | 8.25@ 10.75 | 7.50@ 10.00 | 8.25@ 10.65 |
| Com-med | 4.75@ 8.75 | ..... | 4.25@ 8.25 | 4.50@ 7.50 | 4.50@ 8.25 |

COWS:

| | | | | | |
|-------------------|------------|------------|------------|------------|------------|
| Good | 5.50@ 6.50 | 5.00@ 6.25 | 5.25@ 6.00 | 5.25@ 6.00 | 5.00@ 6.00 |
| Com-med | 4.35@ 5.50 | 4.00@ 5.00 | 4.25@ 5.25 | 4.00@ 5.25 | 4.15@ 5.00 |
| Low cut-cut | 3.50@ 4.35 | 2.75@ 4.00 | 3.40@ 4.25 | 3.00@ 4.00 | 3.00@ 4.25 |

BULLS: (Yrs. Ex.) (Beef)

| | | | | | |
|---------------|------------|------------|------------|------------|------------|
| Good | 5.75@ 6.75 | 5.50@ 6.00 | 5.25@ 5.75 | 4.85@ 5.25 | 5.15@ 5.75 |
| Cut-med | 4.25@ 5.75 | 4.00@ 5.50 | 3.75@ 5.25 | 3.50@ 4.85 | 3.65@ 5.25 |

VEALERS:

| | | | | | |
|--------------|-------------|-------------|------------|------------|------------|
| Gd-ch.... | 9.00@ 10.25 | 9.00@ 10.25 | 7.50@ 9.00 | 7.00@ 9.50 | 7.50@ 9.50 |
| Medium | 6.50@ 9.00 | 7.50@ 9.00 | 6.00@ 7.50 | 5.00@ 7.00 | 6.50@ 7.50 |
| Cul-com.... | 5.50@ 6.50 | 4.00@ 7.50 | 4.00@ 6.00 | 4.00@ 5.00 | 3.50@ 6.50 |

CALVES:

| | | | | | |
|--------------------------|-------------|------------|------------|------------|------------|
| (250-500 lbs.) gd-ch.... | 7.00@ 10.50 | 6.50@ 9.25 | 5.75@ 8.75 | 5.75@ 8.25 | 6.50@ 9.00 |
| Com-med | 4.50@ 7.00 | 3.75@ 6.50 | 4.25@ 5.75 | 3.50@ 6.25 | 4.00@ 6.50 |

LAMBS:

| | | | | | |
|----------------------------|------------|------------|------------|------------|------------|
| (90 lbs. down) gd-ch.*.... | 9.00@ 9.00 | 8.75@ 9.50 | 9.00@ 9.50 | 8.75@ 9.35 | 9.00@ 9.50 |
| Com-med | 6.75@ 9.10 | 6.00@ 8.90 | 7.00@ 9.00 | 6.50@ 8.75 | 7.00@ 9.00 |

YEARLING WETHERS:

| | | | | | |
|-------------------------|------------|------------|------------|------------|------------|
| (90-110 lbs.) gd-ch.... | 7.40@ 7.85 | 7.25@ 8.00 | 7.00@ 8.00 | 7.00@ 7.50 | 7.00@ 8.00 |
| Medium | 6.50@ 7.50 | 6.25@ 7.50 | 5.75@ 7.00 | 6.25@ 7.00 | 6.25@ 7.00 |

EWES:

| | | | | | |
|--------------------------|------------|------------|------------|------------|------------|
| (90-120 lbs.) gd-ch.... | 3.75@ 4.75 | 3.50@ 4.50 | 3.25@ 4.35 | 3.75@ 4.50 | 3.25@ 4.50 |
| (120-150 lbs.) gd-ch.... | 3.65@ 4.75 | 3.00@ 4.25 | 3.00@ 4.25 | 3.50@ 4.50 | 3.00@ 4.25 |
| (All wts.) com-med | 3.00@ 3.75 | 2.25@ 3.50 | 2.00@ 3.25 | 2.25@ 3.75 | 1.75@ 3.25 |

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, Oct. 31, 1935.

Market for hogs at 22 concentration points and 9 packing plants in Iowa and Minnesota has been slow and weak. Compared with last week's close: Butcher hogs, 35@55c, mostly 45@50c lower; packing sows, generally 25@35c, spots 40c lower; good to choice 200 to 250 lbs., including numerous 180 to 200 lbs., by truck, \$8.35@8.65; some long trucked and railed deliveries, \$8.85 at plants; 250 to 270 lbs., \$8.25@8.60; 270 to 290 lbs., \$8.10@8.50; 290 to 350 lbs., \$7.65@8.30; better 160 to 180 lbs., \$8.00@8.45; light weight, \$7.35@8.10; light weight packing sows, \$7.35@7.80 or slightly higher; heavy and medium weights, \$7.00@7.70.

Receipts week ended Oct. 31, 1935:

| | This week. | Last week. |
|---------------------------|------------|------------|
| Friday, October 25..... | 16,600 | 9,200 |
| Saturday, October 26..... | 11,800 | 9,700 |
| Monday, October 28..... | 22,800 | 24,100 |
| Tuesday, October 29..... | 11,90 | |

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers week ending Saturday, October 26, 1935, as reported to The National Provisioner:

CHICAGO.

| | Cattle | Hogs | Sheep |
|---|--------|--|-----------------------------|
| Armour and Co. | 5,433 | 8,590 | 5,905 |
| Swift & Co. | 3,275 | 1,754 | 10,523 |
| Morris & Co. | 1,563 | ... | 2,636 |
| Wilson & Co. | 4,561 | 5,348 | ... |
| Anglo-Amer. Prov. Co. | 480 | ... | ... |
| G. H. Hammond Co. | 2,044 | 132 | ... |
| Shippers | 20,220 | 9,471 | 9,885 |
| Others | 10,981 | 17,227 | 1,819 |
| Brennan Packing Co. | 2,673 | hogs | Hygrade Food Products Corp. |
| Products Corp. | 2,804 | hogs | Agar Packing Co. |
| 5,067 | hogs | Total: 48,760 cattle; 7,813 calves; 52,248 hogs; 36,146 sheep. | |
| Not including 2,154 cattle, 688 calves, 38,658 hogs and 13,963 sheep bought direct. | | | |

KANSAS CITY.

| | Cattle | Calves | Hogs | Sheep |
|--|--------|--------|--------|--------|
| Armour and Co. | 3,531 | 785 | 2,512 | 3,338 |
| Cudahy Pkg. Co. | 3,216 | 1,290 | 946 | 5,412 |
| Morris & Co. | 1,964 | 744 | ... | 2,634 |
| Swift & Co. | 2,861 | 1,274 | 5,181 | 3,510 |
| Wilson & Co. | 3,450 | 1,252 | 1,008 | 3,916 |
| Kornblum & Son | 607 | ... | ... | ... |
| Independent Pkg. Co. | 6,273 | 702 | 3,652 | 2,531 |
| Others | ... | ... | ... | ... |
| Total | 21,902 | 6,047 | 12,069 | 21,341 |
| Not including 13,378 hogs received direct by packers through stockyards and at plants. | | | | |

OMAHA.

| | Cattle & Calves | Hogs | Sheep |
|--|-----------------|-------|-------|
| Armour and Co. | 3,907 | 3,320 | 2,420 |
| Cudahy Pkg. Co. | 5,571 | 3,043 | 3,630 |
| Dold Pkg. Co. | 1,208 | 2,902 | ... |
| Morris & Co. | 2,057 | 1,725 | ... |
| Swift & Co. | 4,225 | 2,916 | 1,919 |
| Others | 9,466 | ... | ... |
| Eagle Pkg. Co., 13 cattle; Geo. Hoffman Pkg. Co., 41 cattle; Great Omaha Pkg. Co., 90 cattle; Lewis Pkg. Co., 237 cattle; Omaha Pkg. Co., 75 cattle; J. Roth & Sons, 46 cattle; So. Omaha Pkg. Co., 80 cattle; Lincoln Pkg. Co., 495 cattle; Wilson & Co., 233 cattle. | | | |
| Total: 18,288 cattle and calves, 23,372 hogs and 7,978 sheep. | | | |

Not including 143 cattle and 8,321 sheep received direct by packers through stockyards.

EAST ST. LOUIS.

| | Cattle | Calves | Hogs | Sheep |
|--|--------|--------|--------|--------|
| Armour and Co. | 3,008 | 3,392 | 3,230 | 5,823 |
| Swift & Co. | 4,812 | 3,309 | 3,625 | 4,502 |
| Morris & Co. | 2,838 | 779 | 556 | ... |
| Hunter Pkg. Co. | 1,498 | 2,141 | 2,320 | 342 |
| Hell Pkg. Co. | ... | ... | 1,358 | ... |
| Krey Pkg. Co. | ... | ... | 1,917 | ... |
| Laclede Pkg. Co. | ... | ... | 725 | ... |
| Shippers | 7,910 | 4,591 | 11,130 | 1,262 |
| Others | 4,496 | 232 | 22,947 | 600 |
| Total | 24,502 | 14,444 | 47,808 | 12,529 |
| Not including 5,820 cattle, 2,595 calves, 36,070 hogs and 2,448 sheep bought direct. | | | | |

ST. JOSEPH.

| | Cattle | Calves | Hogs | Sheep |
|----------------|--------|--------|-------|-------|
| Swift & Co. | 3,200 | 1,221 | 7,679 | 7,017 |
| Armour and Co. | 3,789 | 845 | 6,112 | 3,803 |
| Others | 1,984 | 103 | 2,142 | 1,316 |

Total 8,082 2,169 15,933 12,196

Not including 222 cattle bought direct.

SIOUX CITY.

| | Cattle | Calves | Hogs | Sheep |
|-----------------|--------|--------|--------|--------|
| Cudahy Pkg. Co. | 3,452 | 260 | 4,363 | 4,715 |
| Armour and Co. | 2,977 | 271 | 5,111 | 2,575 |
| Swift & Co. | 2,277 | 275 | 3,047 | 4,063 |
| Shippers | 2,186 | 31 | 2,622 | 866 |
| Others | 262 | 17 | 10 | 84 |
| Total | 11,154 | 857 | 15,053 | 12,303 |

ST. PAUL.

| | Cattle | Calves | Hogs | Sheep |
|-----------------|--------|--------|--------|--------|
| Armour and Co. | 5,236 | 3,283 | 10,662 | 11,817 |
| Cudahy Pkg. Co. | 1,406 | 1,085 | ... | 243 |
| Swift & Co. | 7,609 | 4,958 | 15,962 | 21,691 |
| United Pkg. Co. | 2,248 | 353 | ... | ... |
| Others | 2,901 | 8 | 3,976 | 11,408 |
| Total | 18,900 | 9,087 | 30,800 | 45,159 |

Not including 56 cattle received direct by packers through stockyards.

WICHITA.

| | Cattle | Calves | Hogs | Sheep |
|----------------------|--------|--------|-------|-------|
| Cudahy Pkg. Co. | 1,227 | 612 | 1,626 | 1,008 |
| Jacob Dold | 609 | 138 | 1,130 | 31 |
| Wichita D. B. Bonner | 25 | ... | ... | ... |
| Dunn-Osterberg | 149 | ... | ... | ... |
| F. W. Dold & Sons | 182 | ... | 262 | ... |
| Sunflower Pkg. Co. | 61 | ... | 61 | ... |
| Total | 2,283 | 750 | 3,079 | 1,000 |

Not including 217 hogs bought direct.

OKLAHOMA CITY.

| | Cattle | Calves | Hogs | Sheep |
|----------------|--------|--------|-------|-------|
| Armour and Co. | 4,309 | 2,018 | 2,219 | 408 |
| Wilson & Co. | 4,186 | 2,558 | 2,323 | 451 |
| Others | 367 | 32 | 420 | 2 |
| Total | 8,952 | 4,008 | 4,961 | 951 |

Not including 45 cattle and 240 hogs bought direct.

DENVER.

| | Cattle | Calves | Hogs | Sheep |
|----------------|--------|--------|-------|--------|
| Armour and Co. | 1,773 | 232 | 1,158 | 16,100 |
| Swift & Co. | 1,920 | 165 | 760 | 5,663 |
| Shippers | ... | ... | 1,364 | ... |
| Others | 3,273 | 404 | 1,127 | 15,592 |
| Total | 6,906 | 861 | 4,009 | 37,364 |

Not including 1,554 hogs received direct by packers through stockyards.

FORT WORTH.

| | Cattle | Calves | Hogs | Sheep |
|----------------|--------|--------|-------|-------|
| Armour and Co. | 3,481 | 2,747 | 1,873 | 2,140 |
| Swift & Co. | 3,098 | 3,344 | 1,418 | 2,706 |
| Rosenthal | 142 | 23 | 120 | ... |
| Others | 99 | 5 | ... | ... |
| Total | 7,802 | 6,152 | 3,612 | 4,846 |

Not including 1,554 hogs received direct by packers through stockyards.

OMAHA CITY.

| | Cattle | Calves | Hogs | Sheep |
|-----------------------|--------|--------|--------|-------|
| Plankinton Pkg. Co. | 2,124 | 4,152 | 17,040 | 2,986 |
| U. D. B. Co., N. Y. | 35 | ... | ... | ... |
| R. Gunz & Co. | 53 | 13 | ... | 18 |
| Armour and Co., Mill. | 902 | 2,137 | ... | ... |
| N. Y. B. D. M. Co. | 40 | ... | ... | ... |
| Shippers | 244 | 58 | 56 | 258 |
| Others | 648 | 579 | 8 | 351 |
| Total | 4,046 | 6,939 | 17,104 | 3,613 |

Not including 1,554 hogs received direct by packers through stockyards.

INDIANAPOLIS.

| | Cattle | Calves | Hogs | Sheep |
|-----------------------|--------|--------|--------|-------|
| Kingan & Co. | 1,528 | 757 | 10,308 | 3,056 |
| Armour and Co. | 1,023 | 198 | 3,290 | ... |
| Hilgemeyer Bros. | 5 | ... | 323 | ... |
| Stumpf Bros. | ... | ... | 120 | ... |
| Indiana Provision Co. | 61 | 20 | 81 | 5 |
| Meler Pkg. Co. | 95 | 9 | 123 | ... |
| Loehrey Pkg. Co. | 4 | ... | 150 | ... |
| H. H. Meyer Pkg. Co. | 21 | ... | 2,636 | ... |
| J. Schlachter & Sons | 200 | 193 | 116 | ... |
| J. F. Schroth P. Co. | 15 | ... | 1,842 | ... |
| J. F. Stegner & Co. | 440 | 185 | 62 | ... |
| Shippers | 781 | 95 | 3,687 | 2,442 |
| Others | 1,578 | 950 | 220 | 480 |
| Total | 6,538 | 2,900 | 31,950 | 8,724 |

Not including 141 cattle and 35 calves, 15 hogs and 3,428 sheep bought direct.

CINCINNATI.

| | Cattle | Calves | Hogs | Sheep |
|----------------------|--------|--------|--------|-------|
| S. W. Gall & Son | 34 | ... | 353 | 278 |
| Ident. Pkg. Co. | 1,511 | 302 | 4,859 | 926 |
| J. Kahn & Son Co. | 762 | 248 | 4,595 | ... |
| Lohrey Pkg. Co. | 4 | ... | 150 | ... |
| H. H. Meyer Pkg. Co. | 21 | ... | 2,636 | ... |
| J. Schlachter & Sons | 200 | 193 | 116 | ... |
| J. F. Stegner & Co. | 15 | ... | 1,842 | ... |
| Shippers | 781 | 95 | 3,687 | 2,442 |
| Others | 1,578 | 950 | 220 | 480 |
| Total | 3,835 | 1,666 | 13,756 | 4,304 |

Not including 141 cattle and 35 calves, 15 hogs and 3,428 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets.

CATTLE.

| | Week ended | Previous week | Cor. |
|----------------|------------|---------------|---------|
| Chicago | 48,760 | 45,969 | 53,590 |
| Kansas City | 21,902 | 26,443 | 29,948 |
| Omaha | 18,288 | 20,617 | 24,780 |
| East St. Louis | 24,562 | 29,595 | 23,211 |
| St. Joseph | 11,154 | 17,710 | 13,594 |
| Oklahoma City | 8,952 | 8,668 | 10,011 |
| Wichita | 2,283 | 2,803 | 1,681 |
| Denver | 6,906 | 5,425 | 6,094 |
| St. Paul | 18,900 | 20,235 | 22,535 |
| Milwaukee | 4,046 | 5,140 | 5,974 |
| Cincinnati | 6,538 | 6,764 | 8,953 |
| Ft. Worth | 7,802 | 9,705 | ... |
| Total | 193,150 | 206,84 | 210,982 |

Not including 141 cattle and 35 calves, 15 hogs and 3,428 sheep bought direct.

HOGS.

| | Week ended | Previous week | Cor. |
| --- | --- | --- | --- |

<tbl_r cells="4" ix="5" maxcspan="1

| | |
|-----|---------|
| 108 | 15,418 |
| 103 | 9,045 |
| 155 | 12,044 |
| 120 | 24,584 |
| 361 | 1,686 |
| 114 | 2,283 |
| 98 | 46,512 |
| 135 | 3,582 |
| 235 | 8,695 |
| 96 | 3,335 |
| 49 | *** |
| 22 | 238,524 |

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show number of livestock slaughtered at 16 centers for week ended Oct. 26, 1935.

CATTLE.

| | Week ended Oct. 26. | Cor. week, 1934. |
|------------------------|---------------------|------------------|
| Chicago | 30,685 | 34,337 |
| Kansas City | 27,949 | 34,619 |
| Omaha | 24,227 | 22,989 |
| East St. Louis | 26,505 | 31,637 |
| St. Joseph | 9,809 | 10,245 |
| Sioux City | 9,820 | 11,373 |
| Wichita | 3,063 | 3,786 |
| Fort Worth | 7,892 | 9,705 |
| Philadelphia | 2,234 | 2,220 |
| Indianapolis | 1,787 | 2,059 |
| New York & Jersey City | 8,349 | 7,722 |
| Oklahoma City | 13,605 | 13,121 |
| Cincinnati | 4,003 | 4,414 |
| Denver | 5,661 | 5,357 |
| St. Paul | 16,688 | 17,597 |
| Milwaukee | 3,516 | 4,614 |
| Total | 195,764 | 216,605 |
| | 220,957 | |

Total 195,764 216,605 220,957

HOGS.

| | Week ended Oct. 26. | Cor. week, 1934. |
|------------------------|---------------------|------------------|
| Chicago | 81,320 | 58,280 |
| Kansas City | 18,737 | 13,077 |
| Omaha | 15,955 | 14,024 |
| East St. Louis | 36,673 | 16,486 |
| St. Joseph | 12,791 | 9,669 |
| Sioux City | 12,531 | 9,024 |
| Wichita | 3,294 | 3,380 |
| Fort Worth | 3,612 | 4,560 |
| Philadelphia | 13,109 | 11,441 |
| Indianapolis | 12,480 | 7,402 |
| New York & Jersey City | 37,227 | 36,661 |
| Oklahoma City | 5,201 | 4,519 |
| Cincinnati | 9,475 | 10,987 |
| Denver | 8,125 | 6,654 |
| St. Paul | 26,224 | 19,210 |
| Milwaukee | 17,098 | 11,150 |
| Total | 309,863 | 232,561 |
| | 469,987 | |

SHEEP.

| | Week ended Oct. 26. | Cor. week, 1934. |
|------------------------|---------------------|------------------|
| Chicago | 40,224 | 47,260 |
| Kansas City | 21,341 | 19,662 |
| Omaha | 17,265 | 18,983 |
| East St. Louis | 11,287 | 11,109 |
| St. Joseph | 10,980 | 10,912 |
| Sioux City | 11,437 | 12,715 |
| Wichita | 1,069 | 750 |
| Fort Worth | 4,846 | 750 |
| Philadelphia | 5,912 | 7,147 |
| Indianapolis | 3,103 | 3,606 |
| New York & Jersey City | 64,496 | 67,272 |
| Oklahoma City | 951 | 1,611 |
| Cincinnati | 5,641 | 8,771 |
| Denver | 6,694 | 8,879 |
| St. Paul | 33,751 | 35,278 |
| Milwaukee | 3,489 | 3,427 |
| Total | 242,496 | 262,843 |
| | 208,480 | |

U. S. INSPECTED HOG KILL

Kill at 8 points week ended Oct. 25, 1935:

| | Week ended Oct. 25. | Cor. week, 1934. |
|----------------|---------------------|------------------|
| ga. Sheep. | | |
| 572 | 42,867 | |
| 375 | 46,867 | |
| 953 | 46,648 | |
| 000 | 67,500 | |
| 181 | 62,047 | |
| 921 | 65,490 | |
| F. R. S. R. C. | | |
| PRICES. | | |
| -Prices | | |
| Top. Avg. | | |
| 0.55 \$ 9.70 | | |
| 0.90 10.05 | | |
| 6.00 5.25 | | |
| 4.65 4.80 | | |
| 3.70 3.40 | | |
| 5.35 4.90 | | |
| 2.10 5.40 | | |
| 2.00 5.10 | | |
| 2.10 \$ 6.35 | | |
| KERS. | | |
| ga. Sheep. | | |
| 572 | 42,867 | |
| 375 | 46,867 | |
| 953 | 46,648 | |
| 000 | 67,500 | |
| 181 | 62,047 | |
| 921 | 65,490 | |
| PRICES. | | |
| -Prices | | |
| Top. Avg. | | |
| 0.55 \$ 9.70 | | |
| 0.90 10.05 | | |
| 6.00 5.25 | | |
| 4.65 4.80 | | |
| 3.70 3.40 | | |
| 5.35 4.90 | | |
| 2.10 5.40 | | |
| 2.00 5.10 | | |
| 2.10 \$ 6.35 | | |

Order Buyer of Live Stock

L. H. McMURRAY

Indianapolis, Indiana

HOGS—SHEEP—CALVES—CATTLE
H. L. SPARKS & CO.

National Stock Yards, Ill.—Phone East 6261
Mississippi Valley Stock Yds., St. Louis, Mo.
Phone Colfax 6900 or L. D. 299
Springfield, Mo.—Phone 3339

RECEIPTS AT CHIEF CENTERS

Week ended Oct. 26, 1935:

| At 20 markets— | Cattle. | Hogs. | Sheep. |
|----------------|---------|---------|---------|
| Previous week | 208,000 | 323,000 | 360,000 |
| *1934 | 352,000 | 275,000 | 461,000 |
| 1933 | 318,000 | 515,000 | 430,000 |
| 1932 | 260,000 | 429,000 | 435,000 |
| 1931 | 235,000 | 510,000 | 452,000 |
| | 201,000 | 638,000 | 613,000 |

| At 11 markets: | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|---------|
| Week ended Oct. 26 | 226,000 | 227,000 | 222,000 |
| Previous week | 252,000 | 184,000 | 240,000 |
| 1934 | 239,000 | 378,000 | 295,000 |
| 1933 | 207,000 | 288,000 | 299,000 |
| 1932 | 179,000 | 340,000 | 296,000 |
| 1931 | 222,000 | 502,000 | 383,000 |

*Including government owned cattle.

MEAT AT AK-SAR-BEN SHOW

A display showing that it is possible to take off weight—and still have the privilege of eating lean meat three times a day—is a new and unusual feature of the meat exhibit at the Ak-Sar-Ben Live Stock Show in Omaha, Neb. The exhibit represents the cooperation of the Ak-Sar-Ben management, University of Nebraska and National Live Stock and Meat Board. The display presents typical meals as worked out in the new weight-reduction diet developed at Rush Medical College, Chicago. In addition to this display three windows, attractively decorated, are devoted to beef, pork and lamb dis-

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

NEW YORK PHILA. BOSTON.

| | | | | |
|-----------------|--------------------------------|-----------|---------|---------|
| STEERS, carcass | Week ending Oct. 26, 1935..... | 8,410 | 1,947 | 2,653 |
| | Week previous | 9,492½ | 2,218 | 2,372 |
| | Same week year ago..... | 10,132 | 2,337 | 2,605 |
| COWS, carcass | Week ending Oct. 26, 1935..... | 2,811 | 1,776 | 2,550 |
| | Week previous | 2,518½ | 1,718 | 2,248 |
| | Same week year ago..... | 1,077 | 1,282 | 2,304 |
| BULLS, carcass | Week ending Oct. 26, 1935..... | 208 | 533 | 24 |
| | Week previous | 239½ | 596 | 17 |
| | Same week year ago..... | 159 | 568 | 14 |
| VEAL, carcass | Week ending Oct. 26, 1935..... | 14,185 | 1,408 | 904 |
| | Week previous | 13,505 | 2,359 | 778 |
| | Same week year ago..... | 10,431 | 1,872 | 738 |
| LAMB, carcass | Week ending Oct. 26, 1935..... | 46,349 | 16,426 | 19,867 |
| | Week previous | 42,402 | 14,704 | 19,681 |
| | Same week year ago..... | 32,197 | 12,051 | 17,794 |
| MUTTON, carcass | Week ending Oct. 26, 1935..... | 3,902 | 1,841 | 985 |
| | Week previous | 4,234 | 1,125 | 1,303 |
| | Same week year ago..... | 1,582 | 765 | 905 |
| PORK CUTS, lbs. | Week ending Oct. 26, 1935..... | 1,460,775 | 405,223 | 287,968 |
| | Week previous | 1,372,413 | 359,226 | 171,822 |
| | Same week year ago..... | 2,141,921 | 432,129 | 286,414 |
| BEEF CUTS, lbs. | Week ending Oct. 26, 1935..... | 440,806 | ..... | ..... |
| | Week previous | 492,930 | ..... | ..... |
| | Same week year ago..... | 372,286 | ..... | ..... |

LOCAL SLAUGHTERS.

| | | | | |
|--------------|--------------------------------|--------|--------|-------|
| CATTLE, head | Week ending Oct. 26, 1935..... | 8,349 | 2,234 | ..... |
| | Week previous | 7,922 | 2,222 | ..... |
| | Same week year ago..... | 9,646 | 3,096 | ..... |
| CALVES, head | Week ending Oct. 26, 1935..... | 16,023 | 2,301 | ..... |
| | Week previous | 16,443 | 2,741 | ..... |
| HOGS, head | Week ending Oct. 26, 1935..... | 14,761 | 3,003 | ..... |
| | Week previous | 37,227 | 13,100 | ..... |
| | Same week year ago..... | 36,661 | 11,441 | ..... |
| SHEEP, head | Week ending Oct. 26, 1935..... | 46,367 | 18,905 | ..... |
| | Week previous | 64,496 | 5,912 | ..... |
| | Same week year ago..... | 67,272 | 7,147 | ..... |
| | Week previous | 64,482 | 8,238 | ..... |

Specialists
IN LIVESTOCK BUYING
Satisfaction ASSURED!

KENNEDD-MURRAY

Livestock Buying Organization

Detroit, Mich. Cincinnati, Ohio Dayton, Ohio Omaha, Neb.
Indianapolis, Ind. LaFayette, Ind. Louisville, Ky.
Nashville, Tenn. Sioux City, Iowa Montgomery, Ala.

Week ending November 2, 1935

Page 37

plays. These show graphically location of less-demanded cuts in beef, pork and lamb carcasses, and emphasize their importance in balancing the diet and the budget.

OKLAHOMA JUBILEE

(Continued from page 18.)

In 1934 Armour and Company paid an average of 886 workers \$1,008,917 in wages and Wilson and Co. paid 1,258 employees \$1,433,863. Each plant has spent approximately \$25,000,000 for freight during this period in order to get their products to the customer. Both Wilson and Armour spend around \$1,000,000 each year for cottonseed oil.

At the "Heads Up" dinner the first evening of the celebration Thomas E. Wilson was the guest speaker. Mr. Wilson pointed out that the plants are operating at only about 60 per cent of capacity, that Oklahoma does not produce sufficient hogs to supply its own pork needs. Twenty-five years ago Oklahoma had 9 cattle, 11 hogs and $\frac{1}{2}$ sheep for every ten people in the state, while on January 1, 1935, there were only 6 cattle, 3 hogs and $1\frac{1}{2}$ sheep for each ten people. The state's livestock production had not kept pace with its increasing demand for meat.

"I am confident that Oklahoma's pioneering grit will meet the challenge of the state's future livestock raising opportunities," Mr. Wilson said in closing his address, "and that this silver jubilee will mark the inauguration of an extension of livestock raising that will further increase the benefits the packing industry brings to your city and state."

Facts Should be Known

At the "open forum" held the following day at the Chamber of Commerce, R. H. Cabell, president of Armour and Company, said that never before had he seen such recognition of the mutual interests of people and industry "as I have seen since coming here to participate in your jubilee." He built his talk around the increasing spread between the price the producer receives for his livestock and the price the consumer pays for meat. He felt that frank discussion of what makes up this spread is highly important.

Citing labor payrolls—in which the basic price for common labor of 17c an hour before the war had increased to 46c an hour at the present time, and freight rates 65 per cent over what they were before the war—although not complaining of these increases, he felt the public should be made to understand that they are important factors in the widening spread.

"The high cost of government is a very important factor in prices," he said. Here, again, Mr. Cabell felt that it is vital that consumers should understand the part heavy taxation plays in the cost of the food product they buy. "Armour and Company's profits, even in a good year, amount to less than a

third of what we pay in processing taxes alone, not to mention the numerous other taxes, federal, state and municipal which we have to pay."

Mr. Cabell pointed to the scarcity of livestock supplies and said that there has been a great deal of talk in this country about burdensome surpluses of food. He felt there was no surplus of food as long as there were hungry people, and that we had never had more food than the public was able to and desirous of consuming, even though at times this had moved without profit to producer or middleman.

Must Increase Consumption

"Solution to our problem isn't to reduce production, but to increase consumption," he said. "Real wealth has never been created by scarcity; employment has never been increased by reducing the flow of products from the farm to the city, the public welfare has never been improved by taking from those who already have too little to give to those who have even less."

Other packer executives present during the celebration were R. F. Eagle, vice-president of Wilson & Co., and vice-presidents Philip L. Reed, Warren W. Shoemaker and H. G. Mills of Armour and Company.

Moving spirits in the planning and execution of the jubilee program were F. J. Dee, manager of Armour and Company, W. W. Martin, manager of Wilson & Co., John R. Baker, vice-president of the Oklahoma Stockyards Co., and Dan Hogan, chairman of the Chamber of Commerce committee. The celebration did much to impress the importance of the livestock and meat industry upon the people of the state and to make them realize the possibilities that lie before them in increased production of livestock.

N. Y. HIDE FUTURES PRICES

Saturday, Oct. 26, 1935—Close: Dec. 11.96 sale; Mar. 12.28@12.30 sales; June 12.60b; Sept. 12.90n; sales 20 lots. Closing 6@8 higher.

Monday, Oct. 28, 1935—Close: Dec. 11.75@11.80 sales; Mar. 12.10@12.13 sales; June 12.43n; Sept. 12.73n; sales 63 lots. Closing 17@21 lower.

Tuesday, Oct. 29, 1935—Close: Dec. 11.66b; Mar. 12.00 sale; June 12.33 sale; Sept. 12.63n; sales 61 lots. Closing 9@10 lower.

Wednesday, Oct. 30, 1935—Close: Dec. 11.55b; Mar. 11.90 sale; June 12.25 sale; Sept. 12.55n; sales 120 lots. Closing 8@11 lower.

Thursday, Oct. 31, 1935—Close: Dec. 11.54n; Mar. 11.87@11.88 sales; June 12.22 sale; Sept. 12.52n; sales 76 lots. Closing 1@3 lower.

Friday, Nov. 1, 1935—Close: Dec. 11.81 sale; Mar. 12.14@12.15 sales; June 12.50 sale; Sept. 12.80n; sales 68 lots. Closing 27@28 higher.

Exchange will be closed Tues., Nov. 5th, Election Day.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Nov. 1, 1935, with comparisons, are reported as follows:

| PACKER HIDES | | | |
|--|--------------------|-------------|------------------|
| | Week ended Nov. 1. | Prev. week. | Cor. week, 1934. |
| Spr. nat. stra. | @16½n | @16½n 10 | @11n |
| Hvy. nat. stra. | @16 | @16 | 9½@10 |
| Hvy. Tex. stra. | @15½ | @15½ 9 | @ 9½ |
| Hvy. butt brnd'd stra. | @15½ | @15½ 9 | @ 9½ |
| Hvy. Col. stra. | @14½ | @14½ 8 | 8½@ 9 |
| Ex-light Tex. stra. | @11½ | @12 | 6½@ 7 |
| Brnd'd cows. | @11½ | @12 | 6½@ 7 |
| Hvy. nat. cows | @14½n | @14½ | 8½@ 8½ |
| Lt. nat. cows | @12 | @12 | 6@ 6½ |
| Nat. bulls... 11 | @11½n | @11½ | @ 6½ |
| Brnd'd bulls... 10 | @10½n | @10½ | @ 5½ |
| Calfskins... 19 | @23 | 19 | 11½@14n |
| Kips, nat... 16½@17n | 16½@17n | 16½@17n | @ 9½ |
| Kips, ov-wt. | @15½ | @15½ | @ 8½ |
| Kips, brnd'd. | @13½ | 13½@14n | @ 7 |
| Slunks, reg. | @95 | @95 | @ 55 |
| Slunks, hrs. 33 | @40 | 35 | 35 @40 |
| Light native, butt branded and Colorado steers 1e per lb. less than heavies. | | | |

CITY AND CHICAGO SMALL PACKERS.

| | | | | |
|-----------------|---------|---------|--------|----------|
| Nat. all-wts. | 11½@11½ | 12 | 12½ | 6½@ 7n |
| Brnd'd... 11 | @11½ | 11½@11½ | 6 | 6½@ 6½n |
| Nat. bulls... | @10½n | @10½n | 5 | 6@ 5½ |
| Brnd'd bulls... | @9½n | @9½n | 5 | 5@ 5n |
| Calfskins... 17 | @19 | 17 | 8½@10½ | @ 8½@10½ |
| Kips... | @15½ | 15½@16 | 8@ 8½ | @ 8½ |
| Slunks, reg. 75 | @85n | 75 | @85n | 35 @45n |
| Slunks, hrs. 25 | @30n | 25 | @30n | 20 @30n |

COUNTRY HIDES.

| | | | | |
|--------------------------|-----------|-----------|-----------|-----------|
| Hvy. steers... | 8½@ 9 | 9½@ 9½ | 9½@ 9½ | 6@ 4½ |
| Hvy. cows... | 8½@ 9 | 9½@ 9½ | 9½@ 9½ | 6@ 5½ |
| Bulls... | 9½@ 9½ | 10@ 10½ | 10@ 10½ | 5 @ 5½ |
| Extremes... | 10½@ 10½ | 10½@ 11 | 6@ 6½ | 6@ 6½ |
| Bulls... | 7@ 7½ | 7½@ 7½ | 7½@ 7½ | 3½@ 3½ |
| Calfskins... | 12½@13½ | 12½@13½ | 12½@13½ | 6@ 6½ |
| Kips... | 12@ 12½ | 12@ 12½ | 12@ 12½ | 6@ 6½ |
| Light calf... | 75@90n | 75@90n | 25@35n | 25@35n |
| Deacons... | 75@90n | 75@90n | 25@35n | 25@35n |
| Slunks, reg. 50 | @65n | 50@65n | 50@65n | 50@65n |
| Slunks, hrs. 10 | @15n | 10@15n | 10@15n | 10@15n |
| Horsehides ... 3.00@4.25 | 3.00@4.25 | 3.00@4.25 | 2.00@2.50 | 2.00@2.50 |

SHEEPSKINS.

| | | | | |
|--------------------|-----------|-----------|------|---------|
| pkr. lambs... | 1.75@1.90 | 1.80@1.70 | 80 | @@0 |
| Sm. pkr. lambs... | 1.30@1.50 | 1.15@1.35 | 45 | @@5 |
| pkr. shearlings... | 6@90 | 6@90 | 6@90 | 6@90 |
| Dry pelts ... 16 | @17 | 16 | @16½ | 10 @ 12 |

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Oct. 26:

| Week ending | New York. | Boston. | Phila. |
|-------------------------------|--------------|---------|--------|
| Oct. 26, 1935..... | 11,857 | ..... | ..... |
| Oct. 19, 1935..... | 13,655 | 12 | 8,947 |
| Oct. 12, 1935..... | 10,211 | ..... | ..... |
| Oct. 5, 1935..... | 65,533 | ..... | ..... |
| Total 1935..... | 1,530,053 | 44,905 | 29,775 |
| Oct. 27, 1934..... | 14,539 | ..... | ..... |
| Oct. 20, 1934..... | 13,566 | ..... | ..... |
| Same total '34.... | 741,382 | 46,277 | 40,238 |
| Total so far: 1935—1,604,823* | 1934—527,897 | | |

*Does not include 232,923 imports at Norfolk.

PACIFIC COAST LIVESTOCK

Receipts five days ended Oct. 25, 1935:

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|-------|--------|
| Los Angeles..... | 7,550 | 3,233 | 2,092 | 1,033 |
| San Francisco..... | 1,740 | 10 | 1,100 | 100 |
| Portland..... | 3,250 | 330 | 2,450 | 5,200 |

DIRECTS—Los Angeles: Cattle, 97 cars; hogs, 52 cars; sheep, 65 cars. San Francisco: Cattle, 360 head; calves, 54 head; hogs, 1,800 head; sheep, 4,400 head.

NEW YORK LIVESTOCK

Receipts week end Oct. 26, 1935:

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Jersey City..... | 3,828 | 7,892 | 5,040 | 27,037 |
| Central Union..... | 1,975 | 1,402 | 1,100 | 12,673 |
| New York..... | 341 | 3,055 | 14,087 | 5,904 |
| Total..... | 5,854 | 12,340 | 20,036 | 48,004 |
| Previous week..... | 6,195 | 14,407 | 20,139 | 56,562 |
| Two weeks ago..... | 6,513 | 13,600 | 17,376 | 50,354 |

TATIONS
Chicago for
with com-
llows:

Cor. week,
1934.
a 10 @ 11n
9 1/2 @ 10
9 @ 9 1/2

9 1/2 @ 9 1/2
8 1/2 @ 8

6 1/2 @ 7
7 @ 7 1/2
7 @ 7 1/2
7 @ 7 1/2
11 1/2 @ 14n
@ 9 1/2
@ 8 1/2
@ 7
35 @ 55
35 @ 40

Colorado steers

PACKERS.

6 1/2 @ 7n
6 @ 6 1/2n
@ 6n
8 1/2 @ 10 1/2n
35 @ 8 1/2n
20 @ 30n

@ 4 1/2
5 @ 4 1/2
6 @ 4 1/2
3 1/2 @ 3 1/2
6 @ 6 1/2
25 @ 8 1/2n
25 @ 8 1/2n
@ 5n
5 2.00 @ 2.50

0 80 @ 80
5 45 @ 55
4 10 @ 12

ORTS

at leading
Oct. 26:
Boston. Phila.
12 8.84
.....
4,905 29,775
.....
8,277 40,228
1934—827,897.
s at Norfolk.

ESTOCK

ed Oct. 25,

Hogs. Sheep.

2,092 1,033
1,100 100
2,450 5,300

97 cars; hogs;
Sanctuary: Cattle,
1,800 head;

TOCK

26, 1935:

Hogs. Sheep.

5,049 27,067
12,673

14,987 8,004

20,036 48,664

20,139 59,582

17,376 50,354



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES — There was a broad movement of packer branded cows this week at 1/2c down; a fair quantity of light cows sold at 1/2c down also, with extreme light native steers going at a similar decline, while other steers moved in a moderate way at the prices established last week. Total sales so far 190,000 hides, mostly Oct., with 18,000 more last Saturday.

The feature of the week's business was the sale of about 130,000 branded cows to a large shoe manufacturing tanner at the half-cent decline. Reports early in the week that 40,000 state-owned relief slaughter hides had sold brought about a fair decline in the futures market and buyers reduced their bids.

Late this week, after bids at 11 1/2c had been declined for light cows, buyers took on 23,000 mixed points at 12c, the price established earlier on straight River points. There was also activity in Oct. calf and kip late in the week at steady prices.

One packer sold 2,000 more native steers at close of last week at 16c, steady. Two packers moved 4,500 extreme light native steers late this week at 13 1/2c, or 1/2c off.

About 6,200 butt branded steers sold early at 15 1/4c, and 6,500 Colorados at 14 1/4c, both steady. Heavy Texas steers last sold at 15 1/4c. One lot of 4,000 light Texas steers sold at 14c, steady; 1,000 extreme light Texas steers brought 12c early, but quotable 11 1/2c at present, with branded cows.

Heavy native cows were sold up earlier at 14 1/2c and quiet. One packer sold 5,000 more light cows late last week at 12 1/2c; 10,000 sold mid-week at 12c for straight River points, late Sept., and early Oct. take-off; Association sold 4,000 Oct. at 12c; late this week 23,000 mixed points moved at 12c. Total of 129,000 branded cows moved in two days at 11 1/2c, or 1/2c down; Association sold 2,000 Oct. at 11 1/2c; 11,000 more moved at close of last week at 12c.

Bidding 11c for native bulls, which last sold at 11 1/2c previous week.

SMALL PACKER HIDES—Chicago small packer all-weights quoted around 11 1/2c, nom., for natives, branded about 11 1/4c. Bidding 10 1/2c, f.o.b. shipping point, for outside small packer lots, with offerings at 11c, f.o.b. for natives, branded 1/2c less.

PACIFIC COAST—Reported late this week one packer sold Oct. hides at 12 1/2c for steers and 10c for cows, flat, f.o.b. Los Angeles.

FOREIGN WET SALTED HIDES—At close of last week 17,000 Argentine frigorifico steers sold at 86 pesos, equal to 14c, c.i.f. New York, or 1/2c advance. Market on regular descriptions has been quiet this week.

COUNTRY HIDES—Quotations for country hides are not clearly defined. Trading has been slow, with buyers awaiting some large scale action on big packer light cows. All-weights quoted 9 1/2 @ 9 1/2c, selected, delivered, for trimmed hides, but hard to find under 9 1/2c. Heavy steers and cows quoted around 8 1/2 @ 9c, nom. Buff weights could be bought at 9 1/2c, and possibly at 9 1/2c. Extremes quoted in a range, 10 1/2 @ 10 1/2c, and some report trimmed hides available at inside price. Bulls quoted around 7 @ 7 1/2c; glues around 6 1/2 @ 6 1/2c. All-weight branded around 7 1/2 @ 7 1/2c, flat.

CALFSKINS—One packer late this week sold 10,000 Oct. calfskins at 23c for northern point heavies, 22c for River point heavies, and 19c for lights, steady prices. Another packer sold calf quietly, and further trades pending.

Chicago city calfskins sold steady, early in week; the 8/10-lb. sold in a mixed car at 17c, and a straight car 10/15-lb. sold at 19c; however, now bidding 18c for the heavies. Outside cities, 8/15-lb., quoted around 17 1/2 @ 17 1/2c; mixed cities and countries around 16c; straight countries 12 1/2 @ 13 1/2c, flat. Chicago city light calf and deacons moved in a mixed car at \$1.25, steady.

KIPSKINS—Late this week one packer sold 15,000 Oct. northern native kipskins at 16 1/2c, 6,000 southern natives

15 1/2c, and 2,500 brands at 13 1/2c; another packer sold 16,000 northern natives at 16 1/2c and 4,000 branded at 13 1/2c; third packer sold 5,000 Oct. northern natives at 16 1/2c, all steady prices.

Chicago city kipskins last sold at 15 1/2c. Outside cities quoted around 15 1/2 @ 15 1/2c; mixed cities and countries about 13 1/2c; straight countries 12 @ 12 1/2c, flat.

HORSEHIDES—Horsehides fairly steady around \$4.10 @ 4.25, selected, for choice city renderers with full manes and tails; mixed lots range \$3.60 @ \$4.00, according to section and quality.

SHEEPSKINS—Dry pelts continue scarce and quotable around 16 @ 16 1/2c, some quoting up to 17c nom. Good movement reported recently on finished shearlings by tanners but production of shearlings very light at present; last sales were at 90c for No. 1's, 70c for No. 2's and 45c for No. 3's or clips; one packer offering a couple cars at \$1.00, 75c and 50c, while another packer has none to offer. Choice No. 1's suitable for beaverizing could be sold higher. Pickled skins firm and well sold up, with last sales at \$6.00 per doz. for big packer Oct. skins and \$6.25 asked for early Nov. stock. Packer lamb pelts firm and quoted up to \$2.25 per cwt. live lamb, or \$1.75 @ 1.90 each for Nov. lambs. Outside small packer lambs range \$1.30 @ 1.50 each, selected, with small and medium ones out.

New York

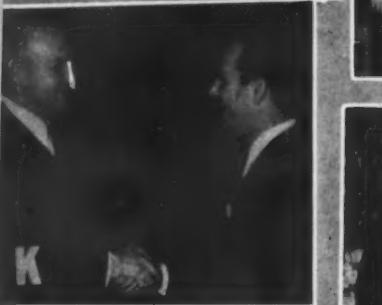
PACKER HIDES—At the close of last week, one packer sold 1,400 Oct. native steers at 16 1/2c, or 1/2c up; two packers also sold 2,200 Oct. butt brands at 15 1/2c, and 3,300 Oct. Colorados at 14 1/2c, in line with the 1/2c advance in western market. A few more cars Oct. brands moved mid-week same basis and market well sold up except for couple cars Oct. natives held at 16 1/2c.

CALFSKINS—Trading will be necessary to establish the market on calfskins. Some quoting the market about steady, with last packer sales of 5-7's at \$1.50, 7-9's at \$2.05, and 9-12's quoted around \$3.00. A mixed car of collectors' calf has sold since at \$1.45 for 5-7's and \$2.00 for 7-9's.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended October 26, 1935, were 3,889,000 lbs.; previous week, 5,410,000 lbs.; same week last year, 7,449,000 lbs.; from January 1 to October 26 this year, 205,541,000 lbs.; same period a year ago, 198,281,000 lbs.

Shipments of hides from Chicago for the week ended October 26, 1935, were 7,072,000 lbs.; previous week, 6,214,000 lbs.; same week last year, 8,294,000 lbs.; from January 1 to October 26 this year, 247,649,000 lbs.; same period a year ago, 241,018,000 lbs.



Up and down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Nov. 2, 1895.)

Frederick Layton, Layton & Co., Milwaukee, Wis., was on the New York Produce Exchange several times during the week.

Jacob Dold, respected head of the Jacob Dold Packing Co., was on the New York Produce Exchange on Wednesday.

Decatur Packing Co., Decatur, Ill., was formed, with Jacob Benz, Zachariah Cuddington and Moses Levi as incorporators.

Nelson Morris made his first purchase at Chicago on his new feeding contract with the whiskey trust. He got 94 cars of hogs to be fed on slop at the Peoria distilleries.

Piling for the Frye & Bruhn packing house at Seattle, Wash., was completed for both railroad spur and buildings, over 800 piles having been driven.

Thomas J. Lipton & Co., packers, Union Stock Yards, Chicago, commenced construction of a 3-story cold storage warehouse on Packers avenue, west of the yards, covering an area of 96 by 263 ft., and was to have modern cold storage equipment.

John W. Hall, refiner for the Anglo-American Provision Co. (yes—our John still going strong!); John Morrell, John Morrell & Co., Ottumwa, Iowa; Messrs. West and Adams, Liverpool & Des Moines Packing Co., Des Moines, Ia., and John Bell, Brittain & Co., Marshalltown, Ia., were among recent visitors to the Chicago Board of Trade.

Reorganization committee of the International Packing & Provision Co.—John C. Hately, J. J. Mitchell, Henry Botsford, T. J. Lefens and A. S. White—recommended retirement of \$190,000 of bonds without consideration, and issue of \$2,500,000 of 6 per cent debentures bonds in exchange for a similar amount of first mortgage bonds and a moderate assessment on the stock.

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Nov. 5, 1910.)

Chicago Board of Trade memberships sold at \$2,900.

Improvement in packinghouse catch basin methods was under discussion.

Wisconsin Society of Equity proposed to build a \$250,000 cooperative packing plant at Wausau, Wis.

Small packers were advised to cure their own hides by Chas. Friend, well-known hide trader and expert. He said dealers would gladly pay more for small packer hides if they were cured right.

Canadian courts ruled that slaughterers were not liable for payment for animals bought and later condemned for disease. That the seller did not know they were diseased was no excuse.

Patrick Cudahy, returning from abroad, predicted a 25 per cent drop in pork prices and 10 per cent in beef prices, because of a big corn crop.

Packers purchases of hogs at Chicago for the week ending October 29, 1910, totalled 101,300 head; year to date, 3,588,400 head. Hogs averaged \$8.43 for the week.

Chinese pork and eggs continued to flood British markets.

Plant of the Corn Belt Packing Co., Fort Dodge, Ia., twice destroyed by fire, will be rebuilt for the third time.

J. J. Stone succeeded Wm. G. Cargill, retired, as superintendent of the Armour plant at Fort Worth, Tex.

A. L. Reis succeeded the late Ludwig Kirsheimer as general superintendent of the S. & S. Company.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 27,710 cattle, 4,949 calves, 35,733 hogs and 23,683 sheep.

Chicago was different from Rome the past week, in that all roads led away from it—home from the convention—and as a result there were few packer

PACKERS' Convention PERSONALITIES—I.

(See opposite page.)

THE Candid Camera Man saw so many old friends that he did not find room for all of them in the Convention Number of THE NATIONAL PROVISIONER. Here are some more of them:

A—Al Freud, Independent Casing Co., and Geo. W. Cook, Emmert Packing Co.

B—S. H. Rabinowitz, Colonial Provision Co.; D. Rosenblatt, Sayer & Co.; Al Lewis of Colonial; president Sam, Slotkin of Hygrade and F. V. Foster of A. Gobel, Inc.

C—Max Chernis of Boston never misses a meeting.

D—Dave Allardice of Kingan, A. O. Baumann, market expert, and A. C. Sinclair of Kingan.

E—Two little Tee-Pak devils meet big John Beck, Beck Provision Co., Buffalo, N. Y.

F—Vice president Dan Donohue of Cudahy.

G—Con Yeager (center) chaperones W. Freyer of Fried and Reinemann and Carl Baierl.

H—Donald Mackenzie and Walter Bellinghausen, two Swift mechanical experts.

I—Edward Wilson congratulates 50-year veterans.

K—E. S. Waterbury and H. J. Koenig of Armour compare notes with Institute expert H. D. Teft.

L—E. S. Byck and Mike Baker of Berth. Levi & Co. corral Sam Sigman, K. & B. Packing Co., Denver.

M—H. G. Edwards, American Can Co., and R. C. Smith, John E. Smith's Sons Co.

N—W. B. Allbright (center) gets confidential with G. F. Swift and Dr. A. O. Lundell.

O—Henry Herrud of Grand Rapids and D. J. Reis, Armour and Company.

P—S. B. Deitrich, Hunter Packing Co., C. A. Burmeister, government expert, and Geo. Lewis of the Institute talk over the livestock situation.

Q—Arthur Sears, Paul Anderson, H. G. Anderson, Elkhart Packing Co., Elkhart, Ind.

R—Ben Rosenthal, Harry Rosenthal and Zola Short, Dallas, Tex.

S—President E. A. Cudahy, Jr., and vice president Diesing of Cudahy check in.

T—Jesse Dietz of American Stores, Jim Brady and Herb Moore of Swift swap notes.

U—Theo. and Leon Weil, Evansville, enjoy the program.

Next week's "Up and Down the Meat Trail" will show more Candid Camera Convention Shots.



"The Man Who Knows" Write for samples!

H. J. MAYER & SONS CO.

CANADIAN PLANT: WINDSOR, ONT.

6819-27 S. Ashland Ave.
CHICAGO, ILLINOIS

When Sinking Sales Curves Cry "Danger"!

Pork Sausage Profits

Call Mayer for Help!

The principals of this organization are all sausage making and curing experts. They have wide experience in the field. They can show you how to put new life in your regular line, and create profitable new products through the proper use of Mayer Seasonings and Neverfail Cure. Write for full details today!



Beef Hindquarter
Bag

Clean and Wholesome

Fresh meat cuts covered with WYNANTSkill Stockinette retain their clean, wholesome appearance in spite of rough handling, etc. Contamination is prevented, quality maintained.

Complete range of sizes and shapes for all meat cuts. Write!

Beef - Ham - Sheep
Lamb - Bacon - Frank
and Calf Bags

Write for Samples

WYNANTSkill MFG.CO. TROY, N.Y.

Represented by

FRED K. HIGBIE W. J. NEWMAN
417 S. Dearborn St., Chicago, Ill. 1006 Pearl St., Alameda, Calif.
MURPHY SALES, Adrian, Mich.
C. M. ARDIZZONI JOS. W. GATES
9942-41st Ave., Corona, L.I., N.Y. 131 W. Oakdale Ave., Glenside, Pa.

A PROFITABLE ITEM

to add
to your
sales list

Packers in the East have enjoyed large profits from this item for many years. DISTRIBUTORS WANTED in all states except N. J., N. Y., and Penna.

WRITE!



640-48 Washington St.

Trenton, N.J.

The Oven for a Life Time Service at Low Cost



It is used by large and small packing plants. It will bake meat loaves, hams, etc., with minimum shrinkage. It will give your products uniform rich color and flavor.

Manufactured by

Nicholas Silvery

8745-16th Avenue, Brooklyn, N.Y.

Formerly with The Crandall-Petree Co.

WALD No. B-264

BACON HANGER

ELECTRICALLY
WELDED

HEAVILY
TINNED



The bacon season is here—get your house in order for maximum profits! Use WALD Bacon Hangers for lower costs and perfect service. Ask for prices!

WALD MANUFACTURING COMPANY, INC.
MAYSVILLE KENTUCKY

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**PROVISION
BROKER**

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

faces from out of town. Jay E. Decker, president, Jacob E. Decker & Sons, Mason City, Ia., was in on business, as was Bill Posposhil, beef department manager, Dold Packing Co., Omaha, Nebr.

Ted Tod, Wilson & Co., advertising manager, is taking a well-earned vacation in the form of an auto trip through the South.

R. C. Pollock, general manager, National Livestock and Meat Board (also speech maker par excellence), is in Omaha this week visiting the Ak-Sar-Ben livestock show.

Lavery, Novak & Co., sausage casings dealers, have removed their Chicago office and factory to 842 West Lake st. This is due to need for more office and manufacturing facilities as a result of increased business.

Hurley Packing Co. will open its new plant at 4021 So. Normal blvd. during the coming week, in the modern refrigerated plant formerly occupied by the Brennan ice plant. J. F. Hurley, one of the best-known experts in the trade, is head of the company. Progressive Packing Co. has discontinued beef boning operations at its present location.

FRED FULLER PASSES ON

Fred T. Fuller died at his farm home near Des Moines, Ia., on October 24 at the age of 69 years. To those who have come into the industry in the last decade his name may mean little, but those who go back beyond 1925 remember him as a packer executive of unusual ability, a personality not to be forgotten, and a friend beloved. As John Hall says: "If Fred was with you and for you, nothing could change him. His knowledge of the packing business was broad and comprehensive;

for fairness and justice he was outstanding; he never dodged his responsibilities, and he directed his associates' efforts with unfailing good advice. We who knew him were proud of his friendship."

He was born in Marshalltown, Ia., of pioneer parents, went to work for Swift & Co. at the age of 21, and after passing through many departments was their representative on the Chicago Board of Trade. When the National



BABY BEEF SHOW BRINGS PACKER 20 NEW ACCOUNTS.

For the purpose of acquainting dealers and the consuming public with the high quality beef which bears the brand "Newhof's Select," Lewis Newhof & Son, Albany, N. Y., packers, bought at the New York State Fair these 24 prize winning baby beef steers raised by 4-H club members. Steers were on exhibition at the Newhof plant for a week. One day was devoted to school children, who were shown through the plant, where the various processes as well as federal inspection were explained to them; a novelty orchestra provided entertainment, and refreshments were served. Lewis Newhof & Son, who sell largely to wholesalers, gained 20 new accounts through the exhibition, in addition to praise from President Roosevelt, the New York State College of Agriculture and others.

Packing Co. was formed he was made its vice president, and after its dissolution went to Iowa and founded the Iowa Packing Co., Des Moines, which he conducted until it was acquired by Swift interests. He then retired to his farm. He leaves a wife.

COUNTRYWIDE NEWS NOTES

Louis L. Sand, well-known sausage expert of Baltimore, Md., has taken over a portion of the Kurile Bros. plant in that city and equipped it for the manufacture of sausage and high-class meat products. Kurile Bros. have remodeled the balance of the plant, including the killing department for cattle, calves, lambs and hogs, and will merchandise the product through their retail store, which has also been modernized.

A unique feature of the recent packers' convention was the awarding of service buttons to two packer executives who are father and son. George M. Peet started in the packing business in Chesaning, Mich., in 1885 with a cash capital of \$10, and is still active as secretary of the G. M. Peet Packing Co., of which his son, Harley D. Peet, is president, with 26 years in the industry to his credit.

United Packing Co., St. Paul, Minn., has been taken over by Armour and Company, including plant and branch houses. It began as a cooperative packer and butcher enterprise.

Ray F. Schneider has been made president of the Williams Patent Crusher & Pulverizer Co., St. Louis, Mo. For 21 years with the company, first as estimator, later as assistant superintendent, then advertising manager, he now heads the organization which he did so much to build up. He



ARMOUR TAKES OVER DECKER PLANT AND ORGANIZATION.

Executives who participated in transfer of business of Jacob E. Decker & Sons Co., Mason City, Ia., to Armour and Company:

First Row (left to right).—V. D. Skipworth, president, A. Gobel, Inc.; Jay E. Decker, president, Jacob E. Decker & Sons Co.; W. S. Clithero, vice president, Armour and Company. Second Row (left to right).—G. H. Johnstone, Armour and Company; F. G. Duffield, vice president, Jacob E. Decker & Sons Co.; E. E. Evans, Armour and Company; W. G. Winkler, Armour and Company; F. V. Foster, A. Gobel, Inc.; H. S. Eldred, Armour and Company. Third Row (left to right).—H. W. Marsch, J. W. Jolly, L. L. Bronson and F. P. Capera, Armour and Company

is known as a rendering expert throughout the packing industry and has a host of friends in it.

A co-operative packing plant is being planned at Marion, Ind., by a group of farmers of the Grant County Farm Bureau. Walter Brumfiel, head of the farm bureau of Grant county, is sponsor of the idea.

Homer Carl has recently taken over the Huntington Packing Co., Huntington, Ind. He was formerly with the Mutschler Packing Co., Decatur, Ind.

Western Meat Co., Little Rock, Ark., will erect an \$8,000 sausage plant at its present location, 1300 West Seventh st., according to announcement by the management. The plant will be 40 by 70 feet, with brick front.

NEW YORK NEWS NOTES

His many friends in the trade are glad to know that Louis Joseph, manager, beef department, Wilson & Co., New York plant, is taking a well-earned vacation. He sailed November 2 on the s.s. Pennsylvania on a Pan-Pacific cruise and will return to New York by rail, paying visits en route and stopping at Chicago to attend the International Livestock Exposition.

A. F. Sheed, president, Sheed-Thomson Co., London, England, after visiting in the United States and Canada for several weeks, left on the s.s. Majestic, October 25, to return to his activities abroad.

H. C. Stanton and D. A. Moore, both of the soap department, Swift & Com-

pany, Chicago, were in New York last week. Other visitors were vice president E. M. Sturman, Flavor-Sealed division, and R. M. Swickard, sales manager, dry sausage department, Geo. A. Hormel & Co., Austin, Minn.

W. G. Joyce, packinghouse broker, and Mrs. Joyce, of Boston, were visitors to New York last week.

M. B. Williams, small stock department, and William Lexier, quality control department, Armour and Company, Chicago, visited New York for several days last week.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended October 26, 1935, were as follows: Meat—Brooklyn, 26 lbs.; Manhattan, 948 lbs.; Queens, 163 lbs.; total, 1,137 lbs. Poultry—Manhattan, 56 lbs.

MEAT COOKING SCHOOLS

Seventeen schools of meat cookery conducted since the opening of the season in September have been attended by 134,310 homemakers, according to a report of the National Live Stock and Meat Board, which is sponsoring these schools in cooperation with daily papers in the various cities. The schools have been held in seven states this fall, including New Jersey, Connecticut, Ohio, Indiana, Illinois, Wisconsin and Kentucky. Meat is being given a big play, the Board's lecturers preparing 47 beef, veal, pork and lamb dishes in every school. New Haven, Conn., holds the banner attendance to date among the 17 cities, with 19,700 homemakers.

MEATLESS DAYS IN EUROPE

Meatless days have come to Europe again—to Germany because of short domestic supplies and inability to import, and to Italy as a fortune of war.

Government officials and their families and party leaders in Germany's Rhineland districts will forego meat and butter on two and three days each week, respectively. Restrictions admittedly were decreed to make it possible to save food for the hard-working classes.

Germany is now suffering from a shortage of fats and meat, and has been attempting to control all phases of the meat and livestock industry. Efforts to relieve the situation by fixing meat and livestock prices, limiting hog slaughter and reducing import duties have not been generally successful. However, the latest hog census shows an increase, and larger pork supplies are expected this winter.

Premier Mussolini proposes to fight League of Nations' sanctions restricting Italian imports by ordering his people to tighten their belts and go meatless on certain days each week. Wartime dietary measures imposed on Italians include closing of all meat stores on Tuesday; prohibition of sale of beef, veal, mutton, lamb or pork on Wednesday; prohibiting hotels and restaurants from serving more than one meat or fish dish on each meal. The fishing industry is to increase its output 4,000 tons, to make up for smaller meat supplies, and hunters will sell more game.

Meat regulations virtually amount to a half week ban, since Italians always abstain from meat on Friday, and meat dealers close on Thursday afternoon.



For the Retail Meat Dealer



BUILDING SALES VOLUME

● Meat Dealer Adds Other Lines and
Goes After ALL the Consumer's Food Dollar

A SMART NEW JERSEY MEAT DEALER increased his sales volume 500 per cent in the depression period. This is not a fairy tale; it's a fact. Here is how he did it.

In 1931 M. Kusy & Son, East Orange, N.J., were doing about \$100,000 a year in meat sales, with half of it from hotels and institutions. Margins on later trade were small and there were many bad debts.

So Kusy decided to take the bull by the horns. He threw the institutional business overboard and decided to sell only to consumers.

Forward Not Backward

He added fruits, vegetables, groceries, produce, fish and frozen foods. Quadrupled the size of his store.

He increased his advertising and window displays.

And in three years he was doing a volume of \$500,000 a year, with very few bad debt losses.

It took courage to do this, because it meant chopping off about half his sales volume. And to keep overhead down, and make any money at all, he had to replace this discarded volume with new business—and times were hard.

Most other dealers in 1931 were retrenching. Mr. Kusy did the opposite thing. During the years he had been selling meat he accumulated enough to buy the building housing his store, so he took out a dividing wall and extended his location to the corner, making the store four times the original size. About \$30,000 was spent on modern fixtures and remodeling. The staff was increased from 6 to 18 employees, and the new market was stocked with

meats, groceries, produce, fish and frozen foods.

Going Out After Customers

With a super-market in operation, the next question was how to contact enough housewives in the territory to bring them to the store in sufficient numbers to make this extensive venture pay?

Mr. Kusy decided on direct mail advertising. He obtained rosters of women's clubs in the territory and circularized them with week-end specials offering meats and allied foods. At first the list covered 3,000 mailings weekly. Today the list has grown to 4,500 mailings weekly. Sales bulletins are printed on folded postcards.

Housewives responded to these mailings so well that the first year the super-market was in operation M. Kusy and Son did \$250,000 worth of business, despite the fact that they discontinued serving hotels, restaurants and institutions. The firm practically tripled its business in 1931 over that of 1930, in a period when the depression was in full swing and most retailers were crying "Wolf!"

Next to direct mail, window display was the advertising medium which helped the firm raise its annual volume from \$100,000 to \$500,000 in four de-

pression years. The store is located on one of the busiest corners in East Orange, a town within commuting distance of New York City. Approximately 150,000 people live in this vicinity and thousands of shoppers pass the Kusy windows daily. Window displays are loaded with so much "eye appeal" that many of these shoppers come in to buy.

Window Displays Important

Part of the success of the window displays is due to the fact that one man is employed solely to trim windows. He changes them every day, sometimes completely and sometimes partially—but there is always some change so that window shoppers get plenty of novelty and variety. There are three large windows—one of which is used exclusively for meat.

On week-end days the window displays are tied up with the direct mail sales bulletins. Signs pasted to the window panes call attention to specials. The Kusy market has as much "eye appeal" as a chain store. Moreover, general overhead is kept down to 17½ per cent.

Recently the store recorded its best day with 2,600 cash purchasers. This was a huge increase over a busy day in 1930, when meat was handled exclusively and when 250 cash cus-

VOLUME JUMPED WHEN DEALER ADDED OTHER FOODS

When depression cut meat sales this smart retailer doubled size of his store, added other food lines, and went after the consumer with good merchandising. In three years he increased his dollar volume 500 per cent.



tomers was considered above the average. Today there are 28 employees. In 1930, there were only six.

"Our success is due to direct mail, window displays, careful watching of overhead and the fact that we sell allied foods, which has enabled us to increase the unit sale considerably," Mr. Kusy declares.

"Once a customer could buy only meat from us, but she can now buy produce, groceries, fish and frozen foods. However, meat is still our biggest volume producer—45 per cent of total sales volume is rung up on our meat cash registers. The average meat sale is more than \$1."

Six telephone lines are hooked up to this store, and on Friday and Saturday, after the weekly sales bulletins are mailed, these phones are ringing all day long—customers phoning in their orders.

NEWS OF THE RETAILERS

Harvey I. Raker has purchased meat market and grocery from J. Frank Stinson, McConnellsburg, Pa. Market will be managed by Parker Crouse.

Albert J. Cress has purchased grocery store and meat market, 1032 Broadway, Fort Wayne, Ind., formerly known as Bowman's Market. New name will be Cress Market.

Raymond F. Avery and Myron Steffy have purchased Park Place Mart, formerly L. J. Achor grocery, Anderson, Ind. Store has been remodeled, will carry complete line of meats.

Norman Hamrick recently opened his second meat market in Springfield, Ill., having purchased meat department in Winter's Market, 1614 S. Grand ave., E.

Fred Wacholz will open meat market at 2572 N. 33rd st., Milwaukee, Wis.

Loren Buss and Victor Bass have bought City Meat Market, Glencoe, Minn.

Trojan Stores, Inc., has engaged in meat and grocery business, 2330 S. Michigan ave., Saginaw, Mich.

New meat businesses in San Francisco, Cal., are The New Meat Market, 708 Bush st., and Hester Brothers Market, 2235 Judah st.

Leach's Sanitary Market, Tillamook, Ore., has been opened by G. W. Leach.

John Troutd has purchased meat market of Walter Fuhrer, 908 N. Lombard st., Portland, Ore.

L. T. and O. S. Anderson have sold Cash Market, 38th st., Tacoma, Wash., to S. B. Patterson.

AMONG NEW YORK RETAILERS

October meeting of Eastern District Branch was converted into an educational and social get-together. The high lights of the evening were a talk on refrigeration by Arthur Rosmarin of the Knickerbocker Ice Co. with slides,

depicting the story. Through the assistance of the Branch's attorney, George W. Herz, the moving pictures taken on the trip to Los Angeles for the national convention were put on the screen. The movies were followed by the guest speaker of the evening, magistrate Thomas F. Doyle, who gave a comprehensive story of a day in the magistrate's court. Next meeting of this branch will be on November 12.

About 250 attended the card party, luncheon and dance of the Brooklyn Branch last Thursday. Practically all branches, including Eastern District, Jamaica, South Brooklyn, Ye Olde New York and Washington Heights were well represented. Games were followed by refreshments and dancing. Mrs. John Hildemann, wife of a past president, took charge of the games and Leonard Sussel, Joseph Stern and John Harrison looked after refreshments. President Joseph Maggio and Anton Hehn

took an active part in the arrangements while Albert Rosen and Joseph Lehner were among the many members of the branch present.

The Ladies Auxiliary held a card party and bunco at the McAlpin hotel on October 24 with Mrs. Eschelbacher as hostess, assisted by the president, Mrs. W. Kramer. Prizes were awarded.

A CLOSER VIEW SELLS MEAT

Successful meat retailers have found it is often easier to sell a product if it is held out in the hand so the customer can inspect it at close range. Not all characteristics of the product can be seen when it is in the refrigerated case or lying on the block. Such practice also gives the meat dealer an opportunity to draw the customer's attention to desirable points about the purchase she is considering.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on October 31, 1935:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|---|---------------|-------------|---------------|-------------|
| Fresh Beef: | | | | |
| STEERS: | | | | |
| (1) (300-500 lbs.) choice..... | \$16.00@17.00 | ..... | \$16.00@17.00 | ..... |
| Good | 13.00@16.00 | ..... | 13.00@16.00 | ..... |
| Medium | 9.50@13.00 | ..... | 10.00@13.00 | ..... |
| Common | 8.50@ 9.50 | ..... | 9.00@10.00 | ..... |
| STEERS: | | | | |
| (500-600 lbs.) choice..... | 16.00@17.00 | ..... | 16.00@17.50 | 17.00@18.00 |
| Good | 13.00@16.00 | ..... | 13.00@16.00 | 14.00@17.00 |
| Medium | 9.50@13.00 | ..... | 10.00@13.00 | 11.00@14.00 |
| Common | 8.50@ 9.50 | ..... | 9.00@10.00 | ..... |
| STEERS: | | | | |
| (600-700 lbs.) choice..... | 16.00@17.00 | ..... | 16.00@17.50 | 17.00@18.50 |
| Good | 13.00@16.00 | ..... | 13.00@16.00 | 14.00@17.00 |
| Medium | 10.50@13.50 | 11.00@14.00 | 10.50@13.50 | 11.00@14.00 |
| STEERS: | | | | |
| (700 lbs. up) choice..... | 16.00@17.50 | 16.50@17.50 | 16.50@18.00 | 17.00@18.50 |
| Good | 13.50@16.00 | 14.00@16.50 | 13.50@16.00 | 14.00@17.00 |
| COWS: | | | | |
| Good | 9.00@10.00 | 10.00@10.50 | 9.50@10.50 | 11.00@11.50 |
| Medium | 8.50@ 9.00 | 9.50@10.00 | 8.50@ 9.50 | 10.00@11.00 |
| Common | 8.00@ 8.50 | 9.00@ 9.50 | 8.00@ 8.50 | 9.00@ 9.50 |
| Fresh Veal: | | | | |
| VEAL: | | | | |
| (2) choice | 13.50@14.50 | 15.00@16.00 | 15.00@17.00 | 15.00@16.00 |
| Good | 12.50@13.50 | 14.00@15.00 | 13.00@15.00 | 14.00@15.00 |
| Medium | 11.50@12.50 | 12.00@14.00 | 11.00@13.00 | 12.00@14.00 |
| Common | 10.50@11.50 | 10.00@12.00 | 10.00@11.00 | 11.00@12.00 |
| CALF: | | | | |
| (2) (3) good..... | 10.50@11.50 | ..... | 11.00@14.00 | ..... |
| Medium | 9.50@10.50 | ..... | 10.00@11.00 | ..... |
| Common | 9.00@ 9.50 | ..... | 9.00@10.00 | ..... |
| Fresh Lamb and Mutton: | | | | |
| LAMB: | | | | |
| (38 lbs. down) choice..... | 15.00@15.50 | 16.50@17.00 | 16.00@17.00 | 16.00@16.50 |
| Good | 14.50@15.00 | 15.50@16.50 | 15.50@16.00 | 15.00@16.00 |
| Medium | 14.00@14.50 | 14.50@15.50 | 14.50@15.50 | 14.00@15.50 |
| Common | 13.50@14.00 | 13.50@14.50 | 14.00@14.50 | 14.00@15.50 |
| LAMB: | | | | |
| (39-45 lbs.) choice..... | 15.00@15.50 | 16.00@17.00 | 16.00@17.00 | 16.00@16.50 |
| Good | 14.50@15.00 | 15.00@16.00 | 15.50@16.00 | 15.00@16.00 |
| Medium | 14.00@14.50 | 14.00@15.50 | 14.50@15.50 | 14.00@15.50 |
| Common | 13.50@14.00 | 13.50@14.50 | 14.00@14.50 | 14.00@15.50 |
| LAMB: | | | | |
| (46-55 lbs.) choice..... | 14.50@15.00 | 15.50@16.50 | 15.50@18.00 | 15.50@16.00 |
| Good | 14.00@14.50 | 15.00@15.50 | 15.00@15.50 | 15.00@15.50 |
| MUTTON: | | | | |
| (Ewe) (7 lbs. down) good..... | 8.50@ 9.50 | 9.00@10.00 | 8.50@10.00 | 9.00@10.00 |
| Medium | 7.50@ 8.50 | 8.00@ 9.00 | 7.00@ 8.50 | 8.00@ 9.00 |
| Common | 6.50@ 7.50 | 7.00@ 8.00 | 6.00@ 7.00 | 7.00@ 8.00 |
| Fresh Pork Cuts: | | | | |
| LOINS: | | | | |
| 8-10 lbs. avg..... | 17.50@18.50 | 20.00@21.00 | 18.00@19.50 | 19.00@21.00 |
| 10-12 lbs. avg..... | 17.00@18.00 | 19.50@20.50 | 18.00@19.50 | 19.00@21.00 |
| 12-15 lbs. avg..... | 16.00@17.00 | 18.50@19.50 | 17.00@18.50 | 18.00@20.00 |
| 16-22 lbs. avg..... | 15.50@16.00 | 17.00@18.50 | 16.00@17.00 | 16.00@17.00 |
| SHOULDERS: N. Y. Style: Skinned: | | | | |
| 8-12 lbs. avg..... | 14.50@15.50 | ..... | 16.00@18.00 | 17.00@19.00 |
| PICNICS: | | | | |
| 6-8 lbs. avg..... | ..... | 19.00@20.00 | ..... | ..... |
| BUTTS: Boston Style: | | | | |
| 4-8 lbs. avg..... | 16.50@17.50 | ..... | 17.00@20.00 | 19.00@21.00 |
| (1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia. | | | | |

arrangements
Joseph Lehner
members of the

held a card
McAlpin hotel
Eschelbacher
the president,
were awarded.

LLS MEAT

have found it
product if it is
customer can
Not all char-
can be seen
rated case or
practice also
opportunity to
tion to desir-
chase she is

S. Bureau of
31, 1935:
PHILA.

17.00@18.00
14.00@17.00
11.00@14.00

17.00@18.00
14.00@17.00
11.00@14.00

17.00@18.00
14.00@17.00
11.00@14.00

11.00@11.50
10.00@11.00
9.00@9.50

15.00@16.00
14.00@15.00
12.00@14.00
11.00@12.00

16.00@16.50
15.00@15.00
14.00@15.00

15.50@16.00
15.00@15.50

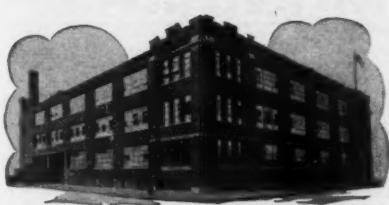
9.00@10.00
8.00@9.00
7.00@8.00

19.00@21.00
19.00@21.00
18.00@20.00
16.00@17.00

17.00@19.00

19.00@21.00
and Chicago.

Hog, Sheep, Beef Casings
Certified Casing Color



Shurstitch Sewed Casings
Special Hereford Flour

INDEPENDENT CASING COMPANY

1335 West Forty-Seventh Street, Chicago, Illinois

LONDON

NEW YORK

CHICAGO

HAMBURG

WELLINGTON

BRECHT
HOG BEEF SHEEP
CASINGS

The Brecht Casing Company
New York
Chicago
London
Wellington

THE
CASING HOUSE
BERTH. LEVI & CO., INC.

ESTABLISHED 1862
NEW YORK CHICAGO LONDON
BUENOS AIRES HAMBURG WELLINGTON



PATENT SEWED CASINGS

Manufactured Under Sol May Methods

by the PIONEERS
of Sewed Sausage Casings

HOG BUNGS—HOG BUNG ENDS—BEEF MIDDLE

PATENT CASING COMPANY

617-23 West 24th Place Chicago, Illinois

THE CUDAHY PACKING CO.

Importers and Exporters of
Selected Sausage Casings
221 North La Salle Street Chicago, U. S. A.

Harry Levi & Company, Inc.
Importers and Exporters of
Sausage Casings

625 Greenwich Street 723 West Lake Street
NEW YORK, N. Y. CHICAGO, ILL.

Oppenheimer Casing Co.

Importers SAUSAGE CASINGS *Exporters*
CHICAGO, U. S. A.

New York, London, Hamburg, Sydney, Toronto, Wellington, Buenos Aires, Tientsin

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

Week ended Oct. 30, 1935. Cor. week, 1934.

| | | | |
|------------------------|---------|---------|----------|
| Prime native steers— | 400-600 | 600-800 | 800-1000 |
| | 18½@19 | 17½@18 | 17½@18½ |
| | 12 @14 | 12 @12½ | 13½@14 |
| Good native steers— | 400-600 | 600-800 | 800-1000 |
| | 17 @17½ | 16½@17 | 16½@16% |
| Medium steers— | 400-600 | 600-800 | 800-1000 |
| | 13½@14½ | 13½@14½ | 14½@14½ |
| Heifers, good, 400-600 | 14½@14 | 11½@12 | 11½@12 |
| Cows, 400-600 | 8½@10½ | 5 @ 7½ | 5 @ 7½ |
| Hind quarters, choice | @23 | | @18 |
| Fore quarters, choice | @15 | | @10 |

Beef Cuts.

| | | | |
|---------------------------|----------|----------|--|
| Steer loins, prime | unquoted | unquoted | |
| Steer loins, No. 1 | @23 | @30 | |
| Steer loins, No. 2 | @30 | @24 | |
| Steer short loins, prime | unquoted | unquoted | |
| Steer short loins, No. 1 | @43 | @40 | |
| Steer short loins, No. 2 | @38 | @29 | |
| Steer loin ends (hips) | @24 | @20 | |
| Steer loin ends, No. 2 | @23 | @19 | |
| Cow loins | @13 | @13 | |
| Cow short loins | @14 | @16 | |
| Cow loin ends (hips) | @12 | @10 | |
| Steer ribs, prime | unquoted | unquoted | |
| Steer ribs, No. 1 | @23 | @22 | |
| Steer ribs, No. 2 | @22 | @20 | |
| Cow ribs, No. 2 | @12 | @10 | |
| Cow ribs, No. 3 | @ 9 | 8 | |
| Steer rounds, prime | unquoted | unquoted | |
| Steer rounds, No. 1 | @14½ | @11½ | |
| Steer rounds, No. 2 | @14 | @10½ | |
| Steer chuck, prime | unquoted | unquoted | |
| Steer chuck, No. 1 | @13 | @10 | |
| Steer chuck, No. 2 | @12½ | @9½ | |
| Cow rounds | @10½ | @7½ | |
| Cow chuck | @ 9½ | 6 | |
| Steer plates | @13½ | @9½ | |
| Medium plates | @13 | 4 | |
| Briketts, No. 1 | @11 | | |
| Steer navel ends | @11½ | 7 | |
| Cow navel ends | @ 9 | 4½ | |
| Fore shanks | @ 8 | 7 | |
| Hind shanks | @ 5½ | 4½ | |
| Strip loins, No. 1, bals. | @60 | @55 | |
| Strip loins, No. 2 | @50 | @40 | |
| Sirloin butts, No. 1 | @30 | @26 | |
| Sirloin butts, No. 2 | @18 | @16 | |
| Beef tenderloins, No. 1 | @60 | @55 | |
| Beef tenderloins, No. 2 | @50 | @40 | |
| Rump butts | @14 | @19 | |
| Flank steaks | @22 | @18 | |
| Shoulder chops | @14½ | @8 | |
| Hanging tenderloin | @14 | @7 | |
| Inside, green, 6@8 lbs. | @14½ | @8 | |
| Outsides, green, 5@6 lbs. | @13½ | @6 | |
| Knuckles, green, 5@6 lbs. | @14½ | @7 | |

Beef Products.

| | | | |
|--------------------|------|-----|--|
| Brains (per lb.) | @ 9 | @ 7 | |
| Hearts | @12 | @ 6 | |
| Tongues | @21 | @16 | |
| Sweetbreads | @20 | @18 | |
| Ox-tail, per lb. | @10 | @ 8 | |
| Fresh tripe, plain | @10 | @ 4 | |
| Fresh tripe, H. C. | @12½ | @ 8 | |
| Livers | @ 8 | @13 | |
| Kidneys, per lb. | @11 | @ 8 | |

Veal.

| | | | |
|----------------|--------|---------|--------|
| Choice carcass | .15 | 12 @15½ | 12 @13 |
| Good carcass | 12½@14 | 10 @11 | |
| Good saddles | .16 | 12 @18 | 12 @15 |
| Good racks | .12 | 12 @13 | 9 @10 |
| Medium racks | @11 | 5 @ 6 | |

Veal Products.

| | | | |
|--------------|-----|-----|--|
| Brains, each | @10 | | |
| Sweetbreads | @35 | @25 | |
| Calf livers | @35 | @30 | |

Lamb.

| | | | |
|-----------------------|-----|------|--|
| Choice lambs | @17 | @14 | |
| Medium lambs | @15 | @11½ | |
| Choice saddles | @20 | @16 | |
| Medium saddles | @18 | @15 | |
| Choice fore | @13 | @11 | |
| Medium fore | @12 | @10 | |
| Lamb fries, per lb. | @25 | @26 | |
| Lamb tongues, per lb. | @15 | @12 | |
| Lamb kidneys, per lb. | @20 | @15 | |

Mutton.

| | | | |
|------------------------|------|-----|--|
| Heavy sheep | @ 6 | @ 4 | |
| Light sheep | @ 9 | @ 7 | |
| Heavy saddles | @ 9 | @ 6 | |
| Light saddles | @ 6 | @ 5 | |
| Heavy fore | @ 5 | @ 4 | |
| Light fore | @ 7 | @ 6 | |
| Mutton legs | @10 | @10 | |
| Mutton loins | @ 8 | @ 8 | |
| Mutton stew | @ 5 | @ 3 | |
| Sheep tongues, per lb. | @12½ | @12 | |
| Sheep heads, each | @10 | @10 | |

Fresh Pork, etc.

| | | | |
|----------------------------------|------|------|--|
| Pork loins, 8@10 lbs. avg. | @19½ | @13½ | |
| Picnic shoulders | @16 | @ 9½ | |
| Skinned shoulders | @16 | @10½ | |
| Tenderloins | @35 | @26 | |
| Spare ribs | @13½ | @ 9 | |
| Back fat | @18 | @12 | |
| Bottom butter | @18 | @12 | |
| Boneless butts, cellar trim, 2@4 | @26 | @16 | |
| Hocks | @13 | @ 9 | |
| Tails | @13 | @ 8 | |
| Neck bones | @ 5 | @ 3 | |
| Slip bones | @14 | @ 9 | |
| Blade bones | @14 | @10 | |
| Pigs' feet | @ 6 | @ 4 | |
| Kidneys, per lb. | @12 | @ 7 | |
| Livers | @16 | @ 5 | |
| Brains | @10 | @ 8 | |
| Ears | @ 7 | @ 5 | |
| Snouts | @12 | @ 6 | |
| Heads | @10 | @ 6 | |
| Chitterlings | @ 6 | | |

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

| | | |
|--------------------------------------|------|--|
| Pork sausage, in 1-lb. cartons | | |
| Country style sausage, fresh in link | @25½ | |
| Country style sausage, fresh in bulk | @23½ | |
| Country style sausage, smoked | @27½ | |
| Frankfurters in sheep casings | @25½ | |
| Bologna in beef bungs, choice | @18 | |
| Bologna in beef middies, choice | @18½ | |
| Liver sausage in beef rounds | @18½ | |
| Liver sausage in hog bungs | @22½ | |
| Smoked liver sausage in hog bungs | @23½ | |
| Head cheese | @20½ | |
| New England luncheon specialty | @26 | |
| Minced luncheon specialty, choice | @20½ | |
| Tongue Sausage | @33 | |
| Blood sausage | @21½ | |
| Souse | @21½ | |
| Polish sausage | @22½ | |

DRY SAUSAGE

| | | |
|-------------------------------------|------|--|
| Cervelat, choice, in hog bungs | | |
| Thuringer cervelat | | |
| Farmer | @30 | |
| Holsteiner | @28 | |
| B. C. salami, choice | @39 | |
| Milano salami, choice, in hog bungs | @43 | |
| B. C. salami, new condition | @23 | |
| Frisses, choice, in hog middies | @39 | |
| Genoa style salami | @47 | |
| Pepperoni | @37 | |
| Mortadella, new condition | @24 | |
| Capicola | @53 | |
| Italian style hams | @38 | |
| Virginia hams | @40½ | |

SAUSAGE MATERIALS

(F.O.B. CHICAGO.)

| | | |
|---------------------------------------|--------|--|
| Regular pork trimmings | 12½@13 | |
| Special lean pork trimmings | @15½ | |
| Extra lean pork trimmings | @16 | |
| Pork cheek meat | @12 | |
| Pork hearts | 8½@ 9 | |
| Pork livers | 9@ 9½ | |
| Native boneless bull meat (heavy) | @10½ | |
| Shank meat | @10 | |
| Boneless chuck | @ 9½ | |
| Beef trimmings | @ 8½ | |
| Dressed canners, 350 lbs. and up. | @ 7½ | |
| Dressed cutter cows, 400 lbs. and up. | @ 7½ | |
| Drg. bologna bulls, 600 lbs. and up. | @ 7½ | |
| Pork trimmings, canner trim, S. P. | @12½ | |

SAUSAGE IN OIL

| | | |
|--|---------|--|
| Bologna style sausage, in beef rounds— | \$6.50 | |
| Small tires, 2 to crate..... | | |
| Frankfurts style sausage in sheep casings— | \$7.50 | |
| Small tires, 2 to crate..... | | |
| Smoked link sausage, in hog casings— | \$6.75 | |
| Small tires, 2 to crate..... | | |
| Mess pork, regular..... | \$34.00 | |
| Family back pork, 24 to 34 pieces..... | \$34.50 | |
| Family back pork, 35 to 45 pieces..... | \$34.00 | |
| Clear back pork, 40 to 50 pieces..... | \$38.50 | |
| Clear plate pork, 25 to 35 pieces..... | \$34.00 | |
| Bean pork..... | \$35.00 | |
| Brisket pork..... | \$37.00 | |
| Plate beef..... | \$25.00 | |
| Extra plate beef, 200-lb. bbls..... | \$26.00 | |

VINEGAR PICKLED PRODUCTS

| | | |
|--|---------|--|
| Pork feet, 200-lb. bbl..... | \$18.75 | |
| Lamb tongue, short cut, 200-lb. bbl..... | \$45.00 | |
| Regular tripe, 200-lb. bbl..... | \$20.00 | |
| Honeycomb tripe, 200-lb. bbl..... | \$23.00 | |
| Pocket honeycomb tripe, 200-lb. bbl..... | \$26.00 | |

DRY SALT MEATS

| | | |
|---------------------------|--|------|
| Clear bellies, 18@20 lbs. | | @19½ |
| Clear bellies, 14@16 lbs. | | @20½ |
| Rib bellies, 25@30 lbs. | | @21½ |
| Fat backs, 10@12 lbs. | | @18½ |
| Fat backs, 14@16 lbs. | | @18½ |
| Regular plates | | @15½ |
| Jowl butts | | @16 |

| | | |
|---|---------|---------|
| WHALESOLE SMOKED MEATS | | |
| Pancy reg. hams, 14@16 lbs. parchment paper | | 27½@28½ |
| Pancy skd. hams, 14@16 lbs. parchment paper | | 27@28 |
| Standard reg. hams, 14@16 lbs. plain | 26 | 27 |
| Panics, 4@3 lbs., short shank, plain | 21½@22½ | |
| Panics, 4@3 lbs., long shank, plain | 20½@21½ | |
| Pancy bacon, 6@8 lbs. parchment paper | 32@34 | |
| Standard bacon, 6@8 lbs. plain | 28@30 | |
| Meats, 5@9 lbs., smoked— | | |
| Insides, 8@12 lbs. | | 25½@26½ |
| Outsides, 5@9 lbs. | | 22½@23½ |
| Knuckles, 5@9 lbs. | | 23½@24½ |
| Cooked hams, choice, skin on, fattened | | 16½ |
| Cooked ham, choice, skinless, fattened | | 16½ |
| Cooked picnics, skin on, fattened | | 16½ |
| Cooked picnics, skinless, fattened | | 16½ |
| Cooked loin roll, smoked | | 23½@24½ |

LARD

| | | |
|--|--|-----------|
| Prime steam, cash, f.o.b. Trade | | @\$14.10 |
| Prime steam, loose, f.o.b. Trade | | @\$13.87½ |
| Defined lard, tierces, f.o.b. Chgo. | | @\$15½ |
| Kettle rendered, tierces, f.o.b. Chgo. | | @ 16 |
| Leaf, kettle, rendered tierces | | 16½ |
| Neutral, in tierces, f.o.b. Chicago | | @\$16 |
| Compound veg., tierces, c.a.f. | | @\$16 |

<table border="

NEW YORK MARKET PRICES

CURING MATERIALS

| | Cwt. | Sacks. |
|---|----------|--------|
| Nitrite of soda (Chgo. warehouse stock): | | |
| 1 to 4 bbls. delivered..... | \$9.10 | |
| 5 or more bbls. delivered..... | 8.95 | |
| Salt peter, 1 to 4 bbls. f.o.b. N. Y.: | | |
| Dbl. refined granulated..... | 6.25 | 6.15 |
| Small crystals..... | 7.25 | 7.15 |
| Medium crystals..... | 7.62 1/2 | 7.50 |
| Large crystals..... | 8.00 | 7.75 |
| Dbl. refd. gran. nitrate of soda..... | 8.62 1/2 | 8.25 |
| Salt per ton, in minimum car of \$0,000 lbs. only, f.o.b. Chicago: | | |
| Granulated..... | \$6.996 | |
| Medium, air dried..... | 9.496 | |
| Medium, kiln dried..... | 10.996 | |
| Rock..... | 6.782 | |
| Sugar— | | |
| Raw sugar, 96 basis, f.o.b. New Orleans..... | @3.20 | |
| Second sugar, 90 basis..... | none | |
| Standard gran., f.o.b. renderers (2%). | @5.10 | |
| Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%..... | @4.00 | |
| Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%..... | @4.50 | |

SPICES

| (Basis Chicago, original bbls., bags or bales.) | Whole. | Ground. |
|---|--------|---------|
| Allspice Prime..... | 10 | 11 1/2 |
| Beefedite..... | 10 1/2 | 12 |
| Chili Pepper, Fancy..... | 22 | 21 1/2 |
| Chili Powder, Fancy..... | 23 | 27 |
| Gloves, Amboyna..... | 15 | 18 |
| Madagascar..... | 16 | 19 |
| Zanzibar..... | 18 | 20 1/2 |
| Ginger, Jamaica African..... | 12 1/2 | 14 1/2 |
| Mace, Fancy Banda..... | 68 | 68 |
| East India..... | 60 | 64 |
| E. I. & W. I. Blend..... | 59 | 59 |
| Mustard Flour, Fancy..... | 24 | 24 |
| No. 1..... | 15 | 15 |
| Nutmegs, Fancy Banda..... | 24 | 24 |
| East India..... | 20 | 20 |
| E. I. & W. I. Blend..... | 18 | 18 |
| Paprika, Extra Fancy..... | 24 | 23 |
| Fancy..... | 23 | 28 |
| Hungarian..... | 28 | 28 |
| Pepita Sweet Red Pepper..... | 20 1/2 | 21 1/2 |
| Pepper, Cayenne..... | 16 | 16 |
| Red Pepper, No. 1..... | 10 1/2 | 11 |
| Pepper, Black Aleppy..... | 7 1/2 | 9 |
| Black Telli Cherry..... | 12 1/2 | 12 1/2 |
| Black Java Muntok..... | 13 1/2 | 13 1/2 |
| White Singapore..... | 13 | 14 1/2 |
| White Packers..... | 14 | 14 |

SEEDS AND HERBS

| Ground for Whole Sausage. | |
|--------------------------------------|--------|
| Caraway Seed..... | 10 1/2 |
| Celery Seed..... | 24 |
| Ominoes Seed..... | 15 1/2 |
| Coriander Morocco Bleached..... | 8 |
| Coriander Morocco Natural No. 1..... | 6 1/2 |
| Mustard Seed, Cal. Yellow..... | 8 1/2 |
| American..... | 7 1/2 |
| Marjoram, French..... | 28 |
| Oregano..... | 11 |
| Sage, Dalmatian Fancy..... | 9 |
| Dalmatian No. 1 Fancy..... | 8 1/2 |
| | 10 1/2 |

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

| (Prices quoted to manufacturers of sausage.) | |
|---|-------|
| Beef Casings: | |
| Domestic rounds, 180 pack..... | @28 |
| Domestic rounds, 140 pack..... | @35 |
| Export rounds, wide..... | @50 |
| Export rounds, medium..... | @38 |
| Export rounds, narrow..... | @37 |
| No. 1 weansards..... | @04 |
| No. 2 weansards..... | @02 |
| No. 1 bungs..... | @09 |
| No. 2 bungs..... | @05 |
| Middies, regular..... | @35 |
| Middies, select, wide, 2@3 1/2 in. diam..... | @50 |
| Middies, select, extra wide, 2 1/2 in. and over..... | @70 |
| Dried bladders: | |
| 12-15 in. wide, flat..... | 85@90 |
| 10-12 in. wide, flat..... | 70 |
| 8-10 in. wide, flat..... | 50 |
| 6-8 in. wide, flat..... | 25 |
| Bog casings: | |
| Narrow, per 100 yds..... | 2.50 |
| Narrow, special, per 100 yds..... | 2.45 |
| Medium, regular..... | 2.35 |
| Wide, per 100 yds..... | 1.80 |
| Extra wide, per 100 yds..... | 1.40 |
| Export bungs..... | 29 |
| Large prime bungs..... | 22 |
| Medium prime bungs..... | 13 |
| Small prime bungs..... | 10 |
| Middies, per set..... | 18 |
| Stomachs..... | .08 |

COOPERAGE

| | | |
|------------------------------------|---------------|-----------|
| Ash pork barrels, black hoops..... | \$1.25 | @1.27 1/2 |
| Ash pork barrels, galv. hoops..... | 1.32 1/2@1.35 | |
| Oak pork barrels, black hoops..... | 1.15 | @1.17 1/2 |
| Oak pork barrels, galv. hoops..... | 1.22 1/2@1.25 | |
| White oak ham tierces..... | 2.02 1/2@2.05 | |
| Red oak lard tierces..... | 1.77 1/2@1.80 | |
| White oak lard tierces..... | 1.87 1/2@1.90 | |

LIVE CATTLE

| | |
|--------------------------------------|------------|
| Steers, good 1,420-lb. grassers..... | \$ @ 9.60 |
| Steers, medium, 1,175-1,446 lbs..... | 8.00@ 9.25 |
| Cows, common and medium..... | 4.50@ 5.50 |

Cows, cutter and low cutter.....

5.00@ 4.25

LIVE CALVES

| | |
|----------------------|------------|
| Vealers, choice..... | \$ @ 13.00 |
| Vealers, good..... | @ 7.85 |
| Vealers, medium..... | @ 7.50 |

LIVE LAMBS

| | |
|--------------------|---------------|
| Lambs, good..... | \$ 9.75@10.00 |
| Lambs, common..... | 6.00@ 6.50 |
| Ewes..... | 5.00 down |

LIVE HOGS

Hogs, 195-lb. aver., choice and good.....

\$ @ 9.85

DRESSED BEEF

City Dressed.

| | | |
|-----------------------------|----|----------|
| Choice, native, heavy..... | 19 | @ 20 1/4 |
| Choice, native, light..... | 19 | @ 20 |
| Native, common to fair..... | 17 | @ 18 1/2 |

Western Dressed Beef.

| | | |
|---|----|----------|
| Native steers, 600@800 lbs..... | 18 | @ 19 1/4 |
| Native choice yearlings, 440@600 lbs..... | 16 | @ 17 1/2 |
| Good to choice heifers..... | 17 | @ 18 |
| Good to choice cows..... | 15 | @ 16 |
| Common to fair cows..... | 18 | @ 14 |
| Fresh bologna bulls..... | 11 | @ 12 |

BEEF CUTS

| Western. | City. |
|--------------------------------|-------|
| No. 1 ribs..... | 24 |
| No. 2 ribs..... | 21 |
| No. 1 loins..... | 17 |
| No. 2 loins..... | 26 |
| No. 3 loins..... | 22 |
| No. 1 hinds and ribs..... | 21 |
| No. 2 hinds and ribs..... | 18 |
| No. 1 rounds..... | 17 |
| No. 2 rounds..... | 16 |
| No. 1 chuck..... | 16 |
| No. 2 chuck..... | 15 |
| Bohemia..... | 14 |
| Rolls, reg. 6@8 lbs. avg..... | 23 |
| Tenderloins, 4@6 lbs. avg..... | 18 |
| Tenderloins, 5@6 lbs. avg..... | 50 |
| Shoulder clods..... | 12 |
| | @ 14 |

DRESSED VEAL

| Good..... | 15 | @ 16 |
|-------------|----|------|
| Medium..... | 13 | @ 14 |
| Common..... | 9 | @ 10 |

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....

17 @ 18

Lambs, good.....

16 @ 17

Lambs, medium.....

15 @ 16

Sheep, good.....

10 @ 11

Sheep, medium.....

7 @ 8

DRESSED HOGS

Hogs, good to choice.....

\$18.00@19.00

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs. avg.....

21 @ 22

Pork tenderloins, fresh.....

35 @ 36

Pork tenderloins, frozen.....

30 @ 32

Shoulders, Western, 10@12 lbs. avg.....

18 @ 19

Butts, boneless, Western.....

23 @ 24

Butts, regular, Western.....

21 @ 22

Hams, Western, fresh, 10@12 lbs. avg.....

22 @ 23

Picnics, 4@6 lbs. avg.....

18 @ 19

Pork trimmings, extra lean.....

22 @ 23

Pork trimmings, regular 50% lean.....

16 @ 17

Spareribs.....

17 @ 18

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....

28 @ 29

Bernier hams, 10@12 lbs. avg.....

28 @ 29

Smoked hams, 10@12 lbs. avg.....

28 @ 29

Skinned hams, 12@14 lbs. avg.....

28 @ 29

Skinned hams, 16@18 lbs. avg.....

27 @ 28

Picnics, 4@6 lbs. avg.....

26 @ 27

Picnics, 6@8 lbs. avg.....

20 @ 21

City pickled bellies, 8@12 lbs. avg.....

24 @ 25

Bacon, boneless, Western.....

33 @ 34

Bacon, boneless, city.....

31 @ 32

Roullettes, 8@10 lbs. avg.....

21 @ 22

Beef tongue, light.....

21 @ 22

Beef tongue, heavy.....

24 @ 25

FANCY MEATS

| | |
|-------------------------------------|----|
| Fresh steer tongues, untrimmed..... | 14 |
|-------------------------------------|----|

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Working Sausage Foreman

Up-to-date sausagemaker with several years' experience manufacturing all kinds of sausage wants position. Has ability to operate department profitably. Hard worker. Good references. Go anywhere. W-161, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Position wanted by first-class sausagemaker with many years' experience. Age 31. Will go anywhere. W-160, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Available soon, superintendent with years of practical all-around packinghouse operating experience on beef and pork, killing, cutting, processing, rendering, manufacturing, etc. Produce results with least labor costs. Both small and medium size plant experience as general superintendent. Excellent references. W-162, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Profit in All-Beef Sausage

Scarcity and high prices of pork have hurt sausage profits. Did you know you could make all-beef sausage products and increase your margins? Expert on quality sausage and specialties who can do this is now available. W-151, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Your Sales Problems

Your sales problems can be solved. The time to prepare for new outlets is before livestock receipts increase production and find us looking for a new market. Your sales program must be changed and your salesmen given a new selling technique. Sales executive with 18 years' experience in packinghouse sales promotion and contact with and training of salesmen is now available; car routes and branch houses. W-142, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Miscellaneous Wanted

Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

E. G. JAMES CO.

Provision Brokers.

332 S. La Salle St., Chicago, Ill.

Equipment For Sale

Packinghouse Equipment for Sale

| Item | Quantity | Article. |
|------|----------|---|
| 41 | 1 | No. 6 "BOSS" Silent Cutter, 48 in. bowl with 25-h.p. motor. |
| 40 | 1 | Mechanical Manufacturing Co. No. 201, size 66 Grinder with 15-h.p. motor. |
| 39 | 1 | No. 705 size 25 Diamond Hog with habited blades and 30-h.p. motor. |
| 38 | 1 | No. 587 Anco Viscera table, 24 ft. 6 in. long, 4 ft. 6 in. high with nineteen 30-in. x 20-in. Monel Metal Pans. |
| 37 | 1 | 36-in. Band Saw with moving top table and 5-h.p. motor. |
| 36 | 1 | 4 ft. x 9 ft. direct expansion Anco lard roll with 7½-h.p. motor; also pump and draw-off line. |
| 35 | 1 | No. 50 Anco belly roller with 32-in. rolls and 3-h.p. motor. |
| 34 | 1 | Anco hog casing cleaning machine with 3-h.p. motor. |
| 31 | 1 | U. S. Bacon Slicer. |
| 29 | 1 | Steam jacketed cooking kettle, 40 in. diameter by 33 in. deep inside (40 lb. working pressure). |
| | 1 | Steam jacketed cooking kettle, 47 in. diameter by 33 in. deep inside. (40 lb. working pressure). |
| 28 | 1 | Double (steel) Sausage Cook Box, 8 ft. long by 45 in. wide by 33 in. deep with center partition and perforated steel counter weighted lids. |
| 27 | 1 | 200-lb. Mechanical Air Stuffer. |
| 26 | 2 | 400 lb. capacity Randall Stuffers. |
| 25 | 1 | No. 4 Hottmann Cutter and Mixer with flexible coupling ready for 50-h.p. 900 r.p.m. motor. |
| 24 | 1 | No. 4 Buffalo Mixer, 1,000 lb. capacity, with 10-h.p. motor. |
| 22 | 1 | No. 176 "BOSS" Grinder with tight and loose pulleys. |
| 20 | 1 | No. 90 Pulley Drive Ice Crusher. |
| 19 | 3 | No. 362 Low Frame Friction Dropers with dropper hooks and housings. |
| 18 | 8 | Calf Head Holders. |
| 17 | 3 | No. 385 size 3 Beef Hoists. |
| 16 | 1 | "BOSS" Sr. Belly Roller with 2-h.p. motor. |
| 14 | 1 | No. 53 "BOSS" Regular "U" Dehairer with 20-h.p. motor, capacity 225 hogs per hour. |
| 11 | 1 | No. 172 "BOSS" Backfat Skinner, with 2-h.p. motor. |
| 10 | 150 | 3-station, double-rod, double roller, Ham and Bacon Trees. |
| 8 | 1 | Steam Jacketed Lard Melting Kettle, 6 ft. 2 in. inside diameter by 45 in. deep inside, with agitator for pulley drive. (40-lb. working pressure). |
| 1 | 1 | Lard Melting Kettle, same as above 5 ft. 0 in. inside diameter by 5 ft. 3 in. deep. |
| 7 | 300 | No. 6 "BOSS" Hog Trolleys. |
| | 300 | Wood hog gambrels. |
| 6 | 2 | 6 ft. x 9 ft. prime steam tanks each with 12 in. screw type gate valve. 1-6x8 tank as above. 1-6x9 tank as above. |
| 5 | 1 | No. 610 "BOSS" 12-inch 15 plate filter press. |
| 4 | 1 | JB Grinder with fan and cyclone collector and 7½-h.p. motor. |
| 3 | 1 | No. 1 V. D. Anderson Expeller with conditioning trough and 15-h.p. motor, silent chain drive. |
| 2 | 1 | 300-ton Anco No. 614 hydraulic press with steam hydraulic pump. |
| 1 | 2 | 5 ft. x 10 ft. Laabe cookers, each with 25-h.p. motor, percolator and vacuum pump. |

All the motors above for 60-cycle, 3-phase, 220-volt, alternating current, and include starters with overload and no voltage protection.

FS-126,

THE NATIONAL PROVISIONER,
407 S. Dearborn St., Chicago, Ill.

Equipment For Sale

Mixer for Sale

Positive mixer, compound lard and shortening agitator, gear drive, 6 barrels capacity. Guaranteed in A-1 condition. Mattheiss Machine Works, 2112-2120 Frederick Ave., Baltimore, Md.

Packinghouse Equipment

Having purchased the packing plant of The Lancaster Packing Company, I have all the machinery and equipment to offer for sale. Anyone interested can get complete list and descriptions by writing George H. Alten, P. O. Box 426, Lancaster, Ohio.

Equipment for Sale

1-Hottmann Cutter and Mixer, 1,000 lb. capacity; 1-Mitts & Merrill No. 1-CV Hog, direct-motor driven; 1-No. 156 belt-driven Enterprise Meat Chopper or Grinder; 1-Wannenwetsch 5 x 7 ft. Rendering Tank; 1-Allbright-Nell 4 x 8 ft. Lard Roll, arranged for motor drive; 2-Mechanical Mfg. Co. 4 x 9 ft. Lard Rolls; 5-Cooking Kettles. Miscellaneous: Dryers, Hammer Mills, Ice Machines, Boilers, Pumps, Filter Presses, etc.

What idle machinery have you for sale? Send us a list.

CONSOLIDATED
PRODUCTS CO., INC.
14-19 Park Row, New York, N. Y.

Plant for Sale

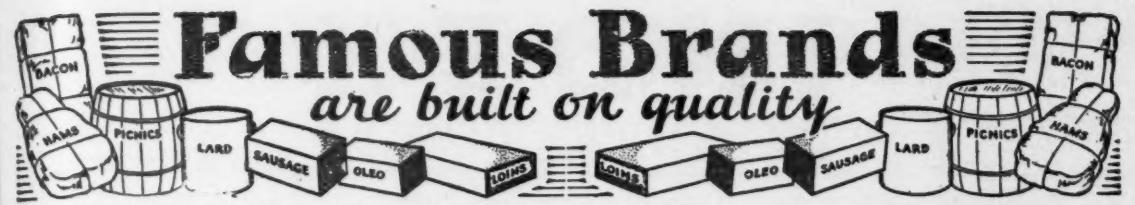
Packing Plant

For sale, Riverside Packing Company's plant at Fort Worth, Texas, situated on five acres of land just outside city limits; city inspection, no city tax. Plant only sixty days old. Plant has two large coolers, large sausage room and is equipped with all latest electrically-driven machinery. Write UNION BANK AND TRUST CO., Fort Worth, Texas.

Have You Ordered

The New
Multiple Binder
for your 1935 copies of
**THE NATIONAL
PROVISIONER**

A complete volume of 26 issues can be easily kept for future reference in this Binder.



JOHN MORRELL & Co.

"Since 1827"

General Offices
OTTUMWA, IOWA



Packing Plants: Ottumwa, Iowa
Sioux Falls, S. D.
Topeka, Kans.

Hams, Bacon
Lard, Sausage
Canned Foods

Beef, Pork
Veal, Mutton
Mince Meat



Philadelphia Scrapple a Specialty
John J. Felin & Co., Inc.
4142-60 Germantown Ave., Philadelphia, Pa.
New York Branch: 407-409 West 13th Street

Hams
Bacon
Lard.
Delicatessen

Paradise **Theurer-Norton Provision**
Brand Company
Hams Bacon Lard CLEVELAND PACKERS OHIO



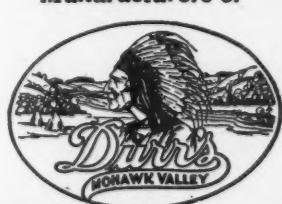
Harry Manaster & Bro.

Choicest
Sausage Material
and
Selected
Beef Cuts

INCORPORATED
WHOLESALE MEATS
1018-32 West 37th Street

Chicago, U.S.A.

C. A. Durr Packing Co., Inc.
Utica, N. Y.
Manufacturers of



HAMS
BACON
FRANKFURTS
QUALITY Pork Products That SATISFY

LARD
DAISIES
SAUSAGES

Rath's
from the Land O' Corn

BLACK HAWK HAMS AND BACON
PORK - BEEF - VEAL - LAMB
Straight and Mixed Cars of Packing House Products
THE RATH PACKING CO., WATERLOO, IOWA

INDEX

TO ADVERTISERS

| | | | |
|--|-------------|---|--------------|
| Adler Company, The..... | 28 | Levi & Co., Harry..... | 47 |
| Allbright-Nell Co., The..... | Third Cover | Liberty Provision Co..... | 42 |
| Aluminum Cooking Utensil Co..... | * | Link-Belt Co..... | * |
| American Can Co..... | * | Live Stock National Bank..... | * |
| American Soya Products Corp. | First Cover | Lovejoy Tool Works..... | * |
| Anderson, V. D. Co..... | * | McMurray, L. H..... | 37 |
| Arbogast & Bastian Co..... | 54 | Manaster, Harry & Bro..... | 51 |
| Armour and Company..... | 8 | Massachusetts Importing Co..... | * |
| Armstrong Cork Products Co..... | 5 | May Casing Co..... | * |
| Baker Ice Machine Co., Inc..... | 22 | Mayer & Sons Co., H. J..... | 42 |
| Bemis Bro. Bag Co..... | * | Meyer Packing Co., H. H..... | 54 |
| Best & Donovan..... | * | Midland Paint & Varnish Co..... | * |
| Bloom, S. C. & Co..... | 20 | Mitts & Merrill..... | 30 |
| Brady, McGillivray & Mulloy..... | * | Mongolia Importing Co., Inc..... | * |
| Brand Bros., Inc..... | * | Morrell & Co., John..... | 51 |
| Brech Corporation, The..... | 47 | Moto Meter Gauge & Equip. Corp..... | 18 |
| Brown Corp..... | * | Omaha Packing Co..... | * |
| Burnette, C. A. Co..... | 53 | Oppenheimer Casing Co..... | 47 |
| Cahn, Fred C..... | 28 | Patent Casing Co..... | 47 |
| Callahan & Co., A. P..... | 48 | Paterson Parchment Paper Co..... | * |
| Calvert Machine Co..... | 28 | Peters Machinery Co..... | * |
| Case's Pork Pack..... | 42 | Powers Regulator Co..... | * |
| Chevrolet Motor Co..... | 7 | Rath Packing Co., The..... | 51 |
| Chili Products Corp., Ltd..... | * | Republic Steel Corp..... | * |
| Christensen & McDonald..... | * | Rhinelander Paper Co..... | * |
| Cincinnati Butchers' Supply Corp..... | * | Rogers, F. C., Inc..... | 42 |
| Circle E Provision Co..... | * | Rosenthal, Ben H. & Co..... | * |
| Columbus Packing Co..... | 54 | Salzman Casings Corp..... | * |
| Continental Can Co..... | * | Sander Mfg. Co..... | * |
| Continental Electric Co..... | * | Schluderberg, Wm.-T. J. Kurde Co..... | 54 |
| Cork Insulation Co., Inc..... | * | Schneider, Geo. J. Mfg. Co..... | * |
| Crane Co..... | * | Schweisheimer & Fellerman..... | * |
| Crescent Mfg. Co..... | * | Seelbach, K. C. Co., Inc..... | * |
| Cudahy Packing Co., Inc..... | 47 | Self-Locking Carton Co..... | * |
| Dexter Folder Co..... | * | Shellabarger Grain Products Co..... | * |
| Diamond Crystal Salt Co..... | 26 | Silvery, Nicholas..... | 42 |
| Diamond Iron Works, Inc..... | 30 | Smith, Brubaker & Egan..... | * |
| Doid Packing Co., Jacob..... | 53 | Smith's Sons Co., John E. | Second Cover |
| Dry-Zero Corporation..... | * | Sokol & Co..... | 22 |
| Dubuque Steel Products Co..... | * | Sparks, H. L. & Co..... | 37 |
| Du Pont Cellophane Co..... | * | Specialty Manufacturers Sales Co..... | 28 |
| Durr, C. A., Packing Co., Inc..... | * | Sprague-Sells Corp..... | * |
| Early & Moor, Inc..... | * | Stahl-Meyer, Inc..... | * |
| Edge Moor Iron Co..... | * | Staley Sales Corp..... | * |
| Everhot Mfg. Co..... | * | Standard Oil Co. (Indiana)..... | * |
| Fairbanks, Morse & Co..... | * | Standard Pressed Steel Co..... | 6 |
| Felin & Co., Inc., John J..... | * | Stange Co., Wm. J..... | 28 |
| Firestone Tire & Rubber Co..... | * | Stedman's Foundry & Machine Works..... | 30 |
| Forbes, Jas. H., Tea & Coffee Co..... | * | Stein-Hall Mfg. Co..... | * |
| Ford Motor Co..... | * | Stevenson Cold Storage Door Co..... | * |
| French Oil Mill Machinery Co..... | * | Stokes & Dalton, Ltd..... | 30 |
| Frick Co., Inc..... | * | Superior Packing Co..... | * |
| General Electric Co..... | 22 | Sutherland Paper Co..... | * |
| General Motors Truck Co..... | * | Swift & Company..... | Fourth Cover |
| General Tire & Rubber Co..... | * | Taylor Instrument Companies..... | * |
| Globe Co., The..... | * | Theurer-Norton Provision Co..... | 51 |
| Griffith Laboratories..... | 24 | Theurer Wagon Works..... | * |
| Gruendler Crusher & Pulverizer Co..... | * | Transparent Package Co..... | * |
| Halsted & Co., Inc., E. S..... | * | Trenton Mills, Inc..... | * |
| Ham Boiler Corporation..... | 24 | United Cork Companies..... | 22 |
| Heekin Can Co., The..... | * | United Dress Beef Co..... | 54 |
| Hormel & Co., Geo. A..... | 53 | United Steel & Wire Co..... | * |
| Hunter Packing Co..... | 53 | Valatie Mills Corp..... | * |
| Hygrade Food Products Corp..... | * | Vilter Mfg. Co..... | * |
| Independent Casing Co..... | 47 | Visking Corporation..... | * |
| Industrial Chemical Sales Co..... | * | Vogt & Sons, Inc., F. G..... | 54 |
| International Harvester Company..... | * | W-W Grinder Corp..... | * |
| International Salt Company..... | * | Wald Manufacturing Co..... | 42 |
| Jackle, Geo. H..... | 30 | West Carrollton Parchment Co..... | 26 |
| Jamison Cold Storage Door Co..... | * | Weston Trucking & For. Co..... | * |
| Jourdan Process Cooker Co..... | * | Willard Hotel..... | 54 |
| Kahn's Sons Co., E..... | 53 | Williams Patent Crusher & Pulv. Co..... | 30 |
| Kalamazoo Vegetable Parchment Co..... | * | Wilkinson Provision Co..... | 54 |
| Kennett-Murray & Co..... | 37 | Wilson & Bennett Mfg. Co..... | * |
| Kingan & Co..... | 53 | Wilson & Co..... | * |
| Kold-Hold Mfg. Co..... | * | Worcester Salt Co..... | * |
| Krey Packing Co..... | 53 | Worcester Tram Rail Co..... | * |
| Legg, A. C. Packing Co..... | * | Worthington Pump & Mchly. Corp..... | * |
| Levi, Berth. & Co., Inc..... | 47 | Wynantskill Mfg. Co..... | 42 |
| | | Yale & Towne Mfg. Co..... | * |

*Regular Advertisers Appearing at various intervals.
While every precaution is taken to insure accuracy, we cannot guarantee against the possibility
of an occasional change or omission in the preparation of this index.

CARLOT SHIPPERS

Straight and mixed cars

PORK

BEEF

LAMB

MUTTON

VEAL

HORMEL
GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

C. A. BURNETTE CO.

CHICAGO, ILL.

— Commission Slaughterers —

Hogs—Cattle—Calves

{ We Specialize in Straight }
Carloads of Dressed Hogs }

U. S. GOVT. INSPECTION

Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions

HAMS and BACON

"Deliciously Mild"

New York Office—259 W. 14th St.

REPRESENTATIVES

Murphy & Decker, Boston, Mass.
M. Weinstein Co., Philadelphia, Pa. H. D. Amiss (Washington, D. C.)
Baltimore, Md.

THE E. KAHN'S SONS CO.
CINCINNATI, O.

"AMERICAN BEAUTY"

HAMS and BACON

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

| | | | |
|-----------------|--------------------|---------------------|----------------|
| NEW YORK | PHILADELPHIA | WASHINGTON | BOSTON |
| H. L. Woodruff | W. C. Ford | E. L. Wright | P. G. Gray Co. |
| 259 W. 14th St. | 38 N. Delaware Av. | 631 Penn. Av., N.W. | 148 State St. |

Hunter Packing Company

East St. Louis, Illinois



*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Philadelphia

KINGAN'S

"Reliable" Brand
HAMS — BACON — LARD — SAUSAGE
CANNED MEATS — OLEOMARGARINE
CHEESE — BUTTER — EGGS — POULTRY

A full line of Fresh Pork—Beef—Veal
Mutton and Cured Pork Cuts

Hides—Hair—Digester Tankage

KINGAN & Co.

PORK AND BEEF PACKERS
Main Plant, Indianapolis Established 1845

Dold

NIAGARA BRAND
HAMS & BACON
SHIPERS OF STRAIGHT AND MIXED CARS OF
BEEF — PORK — SAUSAGE — PROVISIONS
BUFFALO — OMAHA — WICHITA



PRESTIGE

Zachary Taylor was the first President to reside at the old Willard — known modernly as "the Residence of Presidents." Enjoy its modern luxury — have the social distinction and convenience of this preeminent address.

Single Rooms with Bath \$4 up
Double Rooms with Bath \$6 up

The
WILLARD HOTEL
"Residence of Presidents"
WASHINGTON, D. C.
H. P. Somerville, Managing Director

Schenk Bros



Managers

TASTIEST!

Because Capital Brand Hams and Bacon have such fine flavor — they are always in favor

The Columbus Packing Co.

PORK AND BEEF PACKERS
Columbus, Ohio

New York Representative: M. C. Brand, 410 W. 14th St.

foods of Unmatched Quality

ESSKAY
QUALITY

HAMS—BACON

LARD—SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schluderberg - T. J. Kурдле Co.
Meat Packers

Baltimore, Md.

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

Partridge

PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Vogt's Liberty Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY

City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

Selected Beef and Sheep Casings

43rd & 44th Streets
First Ave. and East River

NEW YORK CITY

Telephone
Murray Hill 4-2900

lity

V

G

le Co.
Md.

pany

AWARE

pany

ERS

LIVES
VN, PA.

1876
CO.

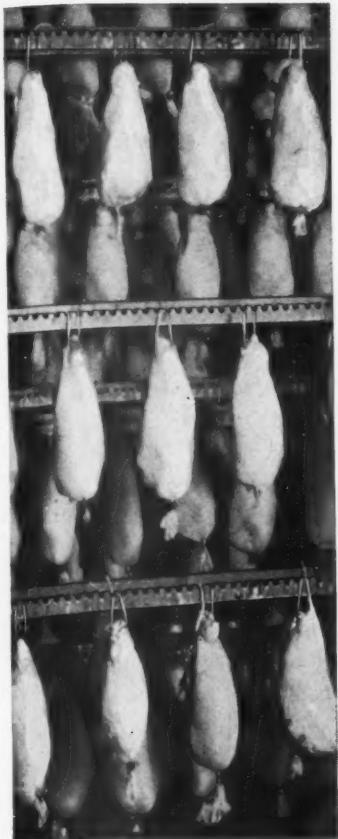
ty
and
apple
IA, PA.

NY

telephone

4-2900

Provisioner



REVOLVING

• SMOKEHOUSE



*Maintains perfect control
of temperature, humidity,
and circulation.*

● This system and the ANCO Patented Equipment assure uniform smoke, flavor, color, and shrinkage. A higher quality and more attractive color of meat are produced with the ANCO Revolving Smokehouse than can be obtained by any other method of smoking.

The ANCO Revolving Smokehouse operates in vertical planes, therefore, conserves space and makes it possible to load and unload the smokehouse on any floor. They are in daily operation in numerous plants of various sizes thruout the United States.

10 IMPORTANT FEATURES

1. Best possible flavor.
2. Great saving in shrinkage.
3. Absolute uniform color.
4. Capacity greatly increased.
5. Less floor space required.
6. Accurate control of processing.
7. Easy inspection of meats during operation.
8. Great convenience, loading or unloading at any floor level, saving trucking, use of elevators, and much labor.
9. Surface moisture dried off in Smokehouse.
10. Produces better quality smoked meats than any Stationary Smokehouse.

THE ALLBRIGHT-NELL CO.

Eastern Office:
117 Liberty Street
New York, N. Y.

5323 S. Western Boulevard,
Chicago, Ill. Western Office:
111 Sutter Street
San Francisco, Calif.

PRIDE WASHING POWDER BUILDS Vigorous Suds

Particularly effective against packinghouse greases and stains is Pride Washing Powder. It is high in cleaning energy . . . Works equally well on metal, wood, stone, tile, brick or porcelain surfaces. Pride Washing Powder suds . . . hard-working, long-lasting, soapy . . . reduce the non-productive clean-up hours to a minimum. Pride is checked in our chemical laboratory. Tested in our own plant . . . Packed in 200-lb. barrels; 125-kegs; 25-lb. pails. No matter where your plant is located, there is a Swift agent near you.

SWIFT & COMPANY
Industrial Soap Department



R



s Pride
lly well
Wash-
nce the
in our
b. bar-
l, there

N Y

W